

Fighting Escalates in Beirut and Sidon

United Press International

BEIRUT — Fighting escalated Monday in Beirut, in the mountains east of the capital and in the southern port of Sidon, heightening fears that the conflict would become a civil war between Christian and Moslem militias.

Sidon's Christian and Moslem religious and political leaders met Monday to discuss ways of ending the fighting, which has claimed

more than 70 lives in the past three weeks.

Also attending the Sidon meeting were the defense minister, Adel Ossseiran, top Lebanese army officers, Christian and Moslem members of Parliament from the Sidon area, and a representative each from the Shiite Amal militia and the Christian Phalangist party.

Prime Minister Rashid Karami also met Monday with the U.S.

ambassador, Reginald Bartholomew, but both men declined to comment after the brief session at Mr. Karami's office in Moslem West Beirut.

[In the Sidon fighting, three persons were killed and 10 were wounded, Reuters quoted security sources as saying. In Beirut, a Lebanese army soldier was killed and a civilian was badly injured in machine-gun and grenade clashes dur-

ing the night on the Green Line that separates the Christian and Moslem sections of the city.]

Rival factions blamed each other for the sudden escalation of violence, which quickly spread from Sidon to Beirut and then to the mountains overlooking the capital. "It was like a shock. Fighting has spread from one flashpoint to another," a Lebanese military source said.

The fighting around Sidon, like that in Beirut, was between Christian and Moslem militiamen, while the battle on the hills east of Beirut pitted Lebanese army troops against Druze Moslem forces.

Mr. Karami also met with a cabinet member, Salim al-Hoss, a former prime minister, for discussions that concentrated on developments in Sidon. Mr. Hoss later called for urgent action to check the violence "before it is too late." As did other Moslem officials, Mr. Hoss blamed the Lebanese Forces, a militia of Christian militia, for the fighting in Sidon, 24 miles (38 kilometers) south of Beirut. Police sources said the Moslems responded to a Christian barrage on the inner city by shelling Christian neighborhoods.

Lebanese Forces gunmen began fighting with army units and Palestinian-backed Moslem militiamen in the Sidon area after Samir Geagea, a Christian militia commander, led a revolt March 18 against Mr. Gemayel because of his growing dependence on Syria.

Moslem leaders charge that Israel is backing the revolt and encouraging the Christian militiamen — Israel's traditional allies in Lebanon — to step up the fighting around Sidon in a bid to partition the city into Christian and Moslem sectors.

Beirut television said that President Amin Gemayel and President Hafez al-Assad of Syria discussed the situation by telephone Sunday and agreed that the violence there could trigger further "dangerous developments."

In Beirut, the Shiite Moslem-led Amal militia said Israeli troops were stripping Lebanese prisoners onto their military vehicles to deter guerrilla attacks on their occupation forces in southern Lebanon. Israel had no comment on the claim and there was no immediate evidence to support it.

Adeeb Haider, a member of the Shiite Amal militia, said the Israelis "think this will enable them to move around more freely in the south."

"But we tell them, he who loses 100,000 people in 10 years of civil war doesn't mind losing four, five or 10 more," Mr. Haider said. "The resistance movement will keep striking at their tanks and vehicles whether they are carrying our people or not."

Chun to Confer With Reagan

SEOUL — President Chun Doo Hwan of South Korea will visit Washington April 25-27 for talks with President Ronald Reagan on international issues and the expansion of trade, Western diplomats said Monday.

Rock Group Wham: No Wow in China

By John F. Burns

New York Times Service

BEIJING — For days Wham had been the talk of the town.

But when big-time rock music hit China on Sunday in the form of a concert by the British group, the reaction in the 12,000-seat Workers Stadium was characteristic of the perplexity that is common when Chinese encounter a new facet of Western culture first hand.

Western college students danced in the aisles as the British duo played some of the songs that have propelled them onto best-selling charts in the United States and Britain. But most Chinese remained stolidly in their seats, seemingly unsure what to make of the arcing strobe lights, the pulsing guitars and the rest of the paraphernalia that accompanies a Western rock band.

The result was a concert attended by 10,000 that was curiously muted, at least by the standards for such performances in the West.

It was the first time that a major

rock group had been allowed to perform here, and there was a recognition on both sides that it was something of a test.

When they flew to Beijing last week with a 105-member entourage, George Michael, 21, the singer and songwriter, and Andrew Ridgeley, 22, who plays guitar, dropped into the middle of an ideological debate. Arrangements for the tour were made last year in the freewheeling atmosphere that pervaded many aspects of Chinese life before a shift in the political winds brought fresh questioning at high party levels about the country's "open door" policy.

At one level, the debate is about the extent to which the party should encourage foreign investment, private enterprise and other Western economic practices, but the debate has had a cultural dimension, too. A leftist faction associated with the party's chief of ideology, Deng Liqun, has voiced renewed concern about the "spiritual pollution" that can result from Western influences.

Wham, which has sold more than two million copies of its current album, "Make It Big," has paid all costs for the performance here Sunday and for a second one in Canton on Friday. The band's managers estimate the costs at \$750,000, which the group hopes to recoup through sale of a video that is being made of the tour.

To obtain their invitation, the group tried to accommodate Chinese sensitivities. They submitted a videotape of a live performance, dropped at least one of their hit songs, "Love Machine," from the concert and cut erotic sequences from a video that was played during the intermission. This enabled the sponsoring organization, the

All-China Youth Federation, to describe the group as healthy.

Since its arrival in China, the group had been careful to avoid political comments. But at the concert Sunday, Mr. Michael introduced a song called "Freedom," which has been at the top of the charts in Britain. "We hope that one day it will be the No. 1 in China too, with your help," Mr. Michael said, punching his arm in the air.

There was no visible reaction from the Chinese audience, which did not have the advantage of translation. But there was little doubt that it registered with the senior officials who watched from a podium set to one side of the stage, with interpreters behind them. Among the officials was General Xiao Hua, 70, who is a member of the party's Central Committee and an associate of the country's pre-eminent leader, Deng Xiaoping.

Some of the gyrations of Mr. Michael and Mr. Ridgeley and Mr. Michael's decision to appear bare-chested beneath his white jacket also seemed unlikely to win official approval.

Scuffles between policemen and the audience might also disturb officials. At the start of the concert an announcer asked the audience to "remain seated and watch with patience." Policemen tried to enforce this, at least for the Chinese. As the concert ended, at least one Chinese was led away under arrest.

At times, when under pressure from the left, Mr. Deng has warned of what he called the pernicious influence of some aspects of Western culture. At other times, he has said that China has little to fear. In this mood, prevalent in recent years, he has permitted a latitude in cultural matters that was unthinkable in the days of Chairman Mao Zedong.

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NO RETREAT — Javier Pérez de Cuéllar, UN secretary-general, left, and Ali Akbar Velayati, Iran's foreign minister, visited a Tehran mosque Monday. President Ali Khamenei affirmed to Mr. Pérez de Cuéllar, who went on to Baghdad, that President Saddam Hussein of Iraq must be overthrown before the Gulf war can end.

Sudanese Unions End Strike; Khartoum Is Reported Calm

(Continued from Page 1)

cluded calls for an end to the ban on alcohol that was imposed by General Nimeiri 18 months ago. "We want beer, we want beer," hundreds of demonstrators shouted outside hotels and other public buildings.

General Nimeiri poured Sudan's liquor stocks into the Nile when he imposed Islamic law in September 1983.

In Cairo, General Nimeiri was taken to the Armed Forces Hospital on Monday for medical tests. The Associated Press quoted a source close to the Egyptian government as saying, "The source said previous reports that General Nimeiri, 55, had suffered a heart attack were erroneous."

Security men at the hospital said, however, that General Nimeiri had not visited the hospital.

The Middle East News Agency, Egypt's semi-official news agency, reported Monday that General Nimeiri had sent a message to General Swarddhab, a long-time ally, saying that he understood the motives behind the coup.

"Nimeiri wished General Swarddhab success in the discharge of his new responsibilities in the service of Sudan and in defending Sudan against the forces of conspiracy and in preserving its national unity," the news agency said. It quoted the deposed leader as

saying that "he, as a Sudanese citizen, always will remain at the service of Sudan."

The junta, made up of nine military officers and three civilians, issued a terse communiqué on Monday warning that any call for a continuation of the strike would be treated as treason and would be punishable by death.

"The Peoples Armed Forces are applying all the required measures of the emergency with the necessary firmness and decisiveness," the communiqué said. "Any call for the continuation of the strike or for a stoppage of work is considered high treason."

The Sudan news agency said that eight persons were killed in the "popular uprising," but it was unclear whether SUNA was referring to the week preceding the takeover or the takeover itself.

The agency blamed the security police for the deaths. Diplomats said they had no confirmation of any deaths in the takeover itself.

The Sudan agency said that more than 350 political prisoners detained by General Nimeiri have been freed by government fiat. Army troops continued to guard key installations throughout Khartoum on Monday, including the airport and government offices, but they maintained a low profile on the downtown streets.

(AP, UPI, Reuters)

U.S.-Soviet Exchange Shows Sharpening of Differences

(Continued from Page 1)

from ending the overwhelming Soviet advantage in intermediate-range missiles, which, they say, is now 10 to 1.

According to U.S. figures, the Soviet Union has deployed 414 SS-20s, of which 276 are targeted on Western Europe, and the others on China and Japan. The missiles have three warheads each and are highly mobile. The Soviet deployment also includes older SS-3s and SS-4s, U.S. officials said.

The countermeasures announced by the Russians in 1983 were the installation of shorter-range SS-23s and SS-21s in Czechoslovakia and the stationing of additional missile-armed submarines off the U.S. coast. At the time, these measures seemed superfluous to U.S. officials because, by their count, the Soviet Union already had a huge advantage.

The United States, as part of a 1979 NATO decision, is to deploy 572 new, single-warhead missiles in Europe, of which 108 Pershing-2s are to replace older Pershing-1s in West Germany. An additional 464 cruise missiles, slower and lower-flying than the Pershings, are to be placed in West Germany, Britain, Italy, Belgium and the Netherlands. So far, 54 Pershings and 64

cruise missiles have been deployed in West Germany, Britain, Italy and Belgium. And it is unlikely that a total of more than 200 will be deployed by November, officials said.

Mr. Gorbachev also called for a freeze on deployment of new strategic nuclear weapons and on research into space defensive weapons.

U.S. officials said this proposal was made by the Soviet side at Geneva in recent weeks. The United States has told the Soviet Union that it does not support a freeze because of Soviet advantages in land-based strategic arms and the need to continue deployment of the MX, and because it would be impossible to monitor a halt in research into defensive space weapons.

The outline of the U.S. position at Geneva has been divulged through briefings and speeches despite the agreement on confidentiality in the negotiations.

The U.S. position is that there should be parity in each side's intermediate-range missiles, meaning that the Soviet Union would have to cut the number of its SS-20s to match whatever agreed-upon number the United States could have.

Washington proposes tradeoffs in each side's strategic arsenals, with an eventual goal of some 5,000 warheads as against the current levels of about 8,000 on each side. The tradeoffs could involve cuts in U.S. bombers and Soviet land-based missiles. And Washington demands no limits on research for its Strategic Defense Initiative.

WORLD BRIEFS

Liberia Executes Head of Coup Plot

MONROVIA, Liberia (AP) — The deputy commander of Liberia's presidential guard, Colonel Moses Fanzamaton, was publicly executed Sunday just hours after being convicted of trying to assassinate Samuel K. Doe, the Liberian leader, on April 1.

Mr. Doe, citing insufficient evidence, earlier freed four leading opposition politicians who were jailed after Colonel Fanzamaton implicated them in the assassination attempt. According to the Liberian news agency, Colonel Fanzamaton fired on Mr. Doe's car with a .50-caliber machine gun, wounding two bodyguards but missing the president.

Mr. Doe, a former master sergeant who took power in a coup in April 1980, said he believed the attempt on his life was motivated by Colonel Fanzamaton's fear of being sent to prison for debts he owed to the government's produce marketing company. Mr. Doe recently fired a number of government officials for indebtedness to state corporations.

France Would Sell India Atomic Fuel

NEW DELHI (AP) — A senior French official said Monday his country was willing to sell nuclear power technology to India.

Georges Vendryes, senior adviser to the French Atomic Energy Commission, said in Madras that India can buy the latest French pressurized water reactors that are fueled by slightly enriched uranium. India has three nuclear power plants and two are under construction. The plants are based on natural uranium technology involving the use of heavy water as a moderator.

India is to switch to fast-breeder technology at the end of the century after installing 10,000-megawatt natural uranium-fueled plants. Fast-breeder reactors produce more fissionable material such as plutonium than they consume. Mr. Vendryes, who is leading a delegation of French nuclear scientists to India, was quoted by the Press Trust of India news agency as saying, "India need not shy away from pressurized water reactors. France would ensure uninterrupted supply of enriched uranium for a long time."

A Leader of Soviet Miners Removed

MOSCOW (Reuters) — One of the leaders of the Soviet coal miners' union has been removed from his post, officials said Monday. A union official said that Ivan Belousov had been replaced some time ago as one of three secretaries to the union's chairman, Mikhail Srebniy.

Mr. Belousov announced a fuel embargo against Britain last year during the British miners' strike and was later overruled by a Soviet ministry. Another official, Anatoli Chebotayev, had taken the place of Mr. Belousov, who no longer worked at the headquarters, the union official added.

Mr. Belousov appeared on television in October and declared that all deliveries of fuel to Britain had been suspended in support of British miners, then in the seventh month of a yearlong strike over pit closures. However, British importers did not notice any restrictions and the Soviet Foreign Trade Ministry quickly denied that there was an embargo. Moscow has often said that it opposes trade sanctions.

Gun Tied to Killing of Envoys in Paris

PARIS (Reuters) — French intelligence officers have discovered a Lebanese guerrilla arms cache in Paris which includes a pistol apparently used to assassinate two foreign diplomats three years ago, the Interior Ministry said Monday.

A ministry spokesman said officers last Tuesday raided an apartment rented by a Lebanese guerrilla suspect, Abdallah Georges Ibrahim, near the Champs-Élysées and found 40 pounds (20 kilograms) of explosives, two rocket-launchers and an assortment of automatic weapons. Among the weapons was a Czechoslovak 7.65mm automatic pistol probably used in the 1982 killings of U.S. military attaché, Lieutenant Colonel Charles R. Ray, and an Israeli diplomat, Yacov Barsimantov, the spokesman said.

The Beirut-based Lebanese Armed Revolutionary Front last month demanded Mr. Ibrahim's release in exchange for the life of a French diplomat they were holding hostage. The diplomat was later freed. The group first surfaced in Paris in 1981 when it claimed responsibility for an abortive attempt to kill the U.S. chargé d'affaires, Christian A. Chapman. They claimed the killings of Colonel Ray and Mr. Barsimantov.

Poles Erect Memorial to Katyn Dead

WARSAW (Reuters) — Polish authorities have quietly erected a memorial in Warsaw to more than 4,000 Polish officers executed in Katyn forest during World War II. The inscription blames the massacre on the Germans.

Most Poles hold that Soviet forces shot the officers in 1940. The dead were among about 15,000 officers whom Soviet forces took prisoner after invading Poland in September 1939.

A 12-foot (3.6-meter) white granite cross was put up in a Warsaw ceremony more than a week ago unannounced, cemetery workers said. The inscription was to "victims of Hitlerite Fascism." In the ground nearby someone had scrawled "1940 NKVD" — a reference to the Soviet security police of that time.

For the Record

Bombs lightly damaged a NATO pipeline in southern West Germany and the offices of a military equipment company in Hamburg on Monday, police reported. Nobody was hurt.

Fathi el-Taraboni, 29, a Libyan accused of fatally shooting an anti-government Libyan exile and wounding two passersby in a crowded Bonn square on Saturday has been charged with murder, police said Monday in Bonn.

Sir Geoffrey Howe, the British foreign secretary, arrived Monday in East Berlin to start a tour of East Germany, Czechoslovakia and Poland aimed at warmer relations between Eastern and Western Europe. (AP) The trial of Claus von Bulow, the financier accused of trying to kill his wife, began Monday in Providence, Rhode Island. (UPI)

Dutch Won't Alter Position

(Continued from Page 1)

and Italy, tens of thousands of people staged Easter rallies in four days of protests against the arms race and United States missiles in Europe.

British Demonstrate — Anti-nuclear demonstrators taking part in an annual protest gathered Monday at what is to be the second U.S. cruise missile site in Britain, arguing that the freeze on Soviet missile deployment eliminates the need for the weapons. The Associated Press reported from Molesworth, England.

About 1,200 people camped out on Defense Ministry land, 200 yards (about 180 meters) from the U.S. air base under construction at Molesworth, 65 miles north of London. A police force of about 2,000 was on hand.

The protest was organized by the Campaign for Nuclear Disarmament. Its chairwoman, Joan Ruddock, said the announcement Sunday by Mr. Gorbachev deserved President Reagan's serious consideration.

"The Americans really have no excuse for bringing more cruise missiles into Britain now," Mrs. Ruddock said. "Mr. Gorbachev has taken an historic independent step and President Reagan should seize the opportunity to respond."

The organization said up to 20,000 demonstrators were expected to join the rally at the end of the four-day protest.

Russians Redefine Oxford Entries To Suit Ideology

United Press International

LONDON — Soviet editors of special editions of the Oxford English Dictionary changed the definitions of key words to fall in with Communist Party doctrine, the dictionary's publisher said Monday.

George Richardson, chief executive of the Oxford University Press, said that he regretted the changes in the Soviet editions. He said the OUP gave the Soviet Union permission to print the dictionaries in 1982 and 1983.

In the Soviet edition of the Oxford Student's Dictionary of Current English, "socialism" is defined as "a social and economic system which is replacing capitalism."

The Soviet edition of the Oxford Advanced Learner's Dictionary of Current English defined "capitalism" as the system "replacing feudalism and preceding communism."

Both dictionaries changed the definitions of other political words: "communism" — "the revolutionary replacement of capitalism;" "imperialism" — "the highest and last stage of capitalism;" "fascism" — "a form of reactionary, nationalistic, anti-democratic, anti-Communist, bourgeois movement and regime, typical of the era of imperialism."

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Convergence Is the Cure

Economic disputes between America and France are frequent because their approaches to the economy differ. France tends to the view that government action is needed to steer the market; Americans hold that what the market does by itself is probably right. The gap has not narrowed in the last few years, despite French moves toward greater free-market orientation, because America has moved faster in the same direction.

This divergence can be helpful. There is much to be said, in economics, for the Hegelian process of thesis, antithesis and synthesis, so long as no one imagines that lasting synthesis will be achieved. The problem with the present dispute is that France has a good reservation about America's thesis but is putting forth the wrong antithesis.

The United States wants a new ambitious round of negotiations to reduce barriers to international trade. France hesitates to go along with this unless there are parallel negotiations about reform of the international monetary system — which is economists' shorthand for saying that currency markets ought to be calmed down. One can see the point by recalling that in six years the cost of the dollar rose from 4 francs, which was far too cheap, to well over 10, which was excessive. Obviously it is hardly worthwhile entering into a new and lengthy round of multi-country trade bargaining if the bargains ultimately struck risk being frustrated by vast and unpredictable changes in exchange rates. A country conceding, say, a 10-percent cut in its tariff protection concedes nothing if, for quite different reasons, its exchange rate suddenly plunges.

But the solution is not, as France has urged, to summon a new international conference — a rerun of the 1944 Bretton Woods conference — to try to "reform" the world monetary system. Few of us are likely again to see the old system whereby each country's exchange rate was fixed and rigorously defended. The only question is how to make the present floating system work better. A conference that gets bogged down in new schemes for official intervention, for setting targets to circumscribe rate fluctuations or for simply giving countries more drawing rights on the IMF is not going to solve the problem that worries the French. It would attack symptoms, not causes.

Exchange rates follow a fever-chart course because national economic policies are too divergent. America currently acts like the last of the big-time spenders, while European and Japanese policies border on the demure. We need more convergence and less national pigheadedness. The habit of looking at the international ramifications of national policies and listening to foreign advice before it is too late has been lost. This was why economic policy in both America and France went so wildly wrong recently. Other countries could be cited.

We do not need monetary reform to restore the international cooperation required for economic sanity. The machinery and the tradition exist but have rusted with disuse. The string of international meetings starting with the OECD this week and culminating in the economic summit in early May should oil the machine and kick the starter.

INTERNATIONAL HERALD TRIBUNE

After the Coup in Sudan

Coups come, and those trying to comprehend them reach for a familiar range of explanations. Among the first is always an enumeration of the personal flaws of the deposed leader. Sudan's Gaafar Nimeiri was given, especially in his late years, to flights of egotism — not least his effort to impose Koranic law on the non-Muslim south. Often there are special misfortunes, natural or man-made, which overwhelm government structures already creaking under burdens of poverty and underdevelopment; in Sudan it may have been four years of drought and a flow of a million refugees from Ethiopia. Then there are the cares added by virtue of a country's links with foreign patrons. To keep vital aid flowing from international creditors, Mr. Nimeiri had announced price increases that led to strikes and riots and, overall, created a chemistry that made a fresh coup almost predictable.

It is not necessarily a bad thing, Mr. Nimeiri ruled 16 years. No mechanism existed for an orderly transfer of power. The new man promises to hold power only for "an interim period." Whether he is being modest or simply deceptive remains to be seen. Few would

claim, however, that Sudan has only "interim" needs. It is more than a very poor, deeply split country laboring under heavy social and economic disabilities. It is one of many African countries for which the foreign-made models of development and growth seem not to apply.

The United States had played a chancy card with Mr. Nimeiri, putting new chips on him, with a warm Washington reception, just as he was swept off the board. The immediate result is an embarrassment to American diplomacy, but the United States got much value from Mr. Nimeiri over the years in strategic and geopolitical coin; he supported the projection of American power in the region and provided important backing for Camp David.

Washington now wonders somewhat anxiously whether the new order in Khartoum will see merit in the old order's tie with the United States and the international financial institutions. But perhaps this is the wrong question. Perhaps the right question is what the United States, the IMF and the relief and development agencies can do to respond more effectively to the needs of the Sudanese people.

— THE WASHINGTON POST.

A Challenge for Mexico

Investigators tracking the career of Rafael Caro Quintero call him one of Mexico's biggest drug dealers. He "loves what money can buy," and too often, they suspect, what it buys in Mexico is freedom from arrest and prosecution. But Mr. Caro Quintero's money did him little good in Costa Rica last week, where he fled after the kidnapping of a U.S. drug agent, Enrique Camarena Salazar. The Mexican, a key suspect in the case, was arrested by Costa Rican authorities. There is talk of finding grounds to extradite him to the United States, but for now the focus is on Mexico. How its officials handle the case will tell much about their commitment to drug enforcement.

Investigators call Mr. Caro Quintero "a wild guy." He is building an 18-hectare (45-acre) compound near Cuadajajara, uses cocaine heavily and takes to the streets in well-armed convoys, an AK-47 automatic rifle at his side. Mexico in the late '70s had stopped being a top

supplier of heroin and marijuana to the U.S. market and had become an effective partner in the drive to wipe out drug production. Now, however, Mexican drug shipments are increasing again and Americans are disturbed to find the trade flourishing openly and corruptly.

Why do some of Mexico's huge marijuana farms seem to be immune from the crop eradication campaign? Why did Mexico daily in pursuing Mr. Camarena Salazar's murderers — arresting some police officers only after Washington brought great pressure? How deeply are Mexican police involved with the drug business? Mr. Caro Quintero was allowed to leave Mexico on a private jet, in full view of Mexican agents sent to arrest him. Mexicans bridle at these questions, protesting that they remain committed to the fight against drugs and corruption. Mr. Caro Quintero's arrest gives them a new chance to prove it.

— THE NEW YORK TIMES.

Other Opinion

Relief and Worry After Nimeiri

Few coups d'état in history can have caused less surprise than the one which on Saturday brought to an end the nearly 16-year reign of President Nimeiri in Sudan. [His] close and deliberate identification of his government with the regional interests and policies of Egypt and the United States makes his over-

throw a source of anxiety to both those countries. Yet there can be little doubt that both governments have for some time privately regarded his erratic and incompetent administration as a liability, and both will be relieved that the end, now it has come, has taken the form of a bloodless coup whose immediate effect, at least, has been to restore order.

— The Times (London).

Vietnam Taught a Lesson That Some Failed to Learn

By George W. Ball

The writer served as a U.S. undersecretary of state from 1961 to 1966.

NEW YORK — Just 10 years ago Americans witnessed the tragic, televised spectacle of Vietnamese men and women clinging desperately to the undersides of planes and helicopters evacuating Americans from a beleaguered Saigon. Those hours of anguish and humiliation cannot and should not be forgotten, for the Vietnam catastrophe has left its evil mark on many aspects of America's national life and critically diminished its international effectiveness. Today we are left with brooding questions: Why did it all happen? And what might have been done to avert or at least limit that catastrophe?

In retrospect, it seems likely that the Vietnam War was the inevitable consequence of an excessive, exuberant sense of mission and power in the early 1960s. America alone had emerged from World War II stronger than before. It was by far the richest and most powerful nation, and it had played a brilliant, constructive leadership role in the immediate postwar years. Through the Marshall Plan it had made possible the speedy rebuilding of Europe. President Truman's tentative Point Four proposal had evolved into a massive program of foreign aid for the fledgling nations of the Third World.

By combining U.S. strength in NATO, America had halted the westward expansion of Soviet power. By fighting the Korean War, it had checked Soviet and Chinese adventures in the East. With the Truman Doctrine, America had committed itself to support free people resisting attempted subjugation by armed minorities or by outside pressure. President Kennedy announced in his inaugural address that the United States, to support friends and combat foes of liberty, would "fight any fight, pay any price, bear any burden, meet any hardship."

Those were yeasty days, when university faculties were left badly understrength as experts in everything from economics to dam building to chicken diseases flew madly around the world instructing the natives and indulging in what the sociologists presumptuously called "nation building," without regard for the tensile strength of the straw or the friability of the clay available. Thus it was only natural for many Americans to form the impression that there was nothing America could not do — even to the point of interfering in the affairs of small nations to reshape their politics in its own democratic pattern.

There was a tendency to treat all local or regional quarrels in the context of the East-West struggle. America's leaders began to believe that U.S. interests were critically affected by almost any development in almost any part of the world — particularly if that development might be construed as threatening an advance of Communist influence.

It was easy for many Americans to interpret Vietnam intervention as just another chapter in the effort to check the spread of Communist power. Any suggestion that Hanoi and the Viet Cong might be something other than mere instruments of Moscow and Beijing was dismissed as reflecting a soft-headed attitude toward the Communist menace.

Dwight D. Eisenhower had warned against falling dominoes, and the defense of the erstwhile government of South Vietnam was declared vital to American interests — end of argument. The Kennedy administration committed itself to help save South Vietnam from Viet Cong and North Vietnamese domination. The Johnson administration turned a

limited commitment into an all-out engagement of U.S. forces. The Nixon administration extended the war a further four years.

By the time John Kennedy was killed the United States had 17,500 men in Vietnam and the balloon was going up: by the time Lyndon Johnson retired there were 550,000. In the beginning Mr. Kennedy and his top advisers believed victory could be had merely by providing weapons, equipment and advice. Mr. Johnson, acting on the counsel of the same advisers, found that assumption a deception. So the United States began bombing the North. When that proved ineffective, it committed U.S. forces to combat roles.

The fashionable thesis was that since America had such a vast advantage in fire power, all it had to do to achieve its aims was find the most effective way of applying those assets. But as the war continued to produce disappointments the Johnson administration largely abandoned that thesis and painfully concluded that it could not be won.

Still, Washington was not willing to face the hard decision to withdraw "national prestige" was too deeply engaged. It did no good to argue, as I incessantly did, that the world was not edified by the vision of the most powerful nation using highly sophisticated equipment to defoliate crops, kill thousands of Vietnamese and pound to pieces the primitive economy of a small, tragically poor country. Compared to David, Goliath would inevitably get a bad press.

Richard Nixon was far better positioned to execute the desperately needed extrication.

He had not been responsible for the entanglement in Vietnam. America still had 550,000 men in the field and the threat to maintain and even supplement them was a potent bargaining counter. I am convinced that had Mr. Nixon promptly told Hanoi that he was prepared either to withdraw forces unilaterally or to increase the intensity of the war, he could not only have secured the return of U.S. prisoners but an agreement for a cease-fire as well. Unhappily, neither he nor Henry Kissinger seemed to have learned from the preceding years. They continued to believe that Hanoi could be shocked into submission if air power were used with increased ferocity.

For 20 months Mr. Kissinger failed to play the one bargaining card that had meaning to the North Vietnamese — the offer to withdraw U.S. troops unilaterally. By then it was too late; Mr. Nixon had already announced major troop withdrawals and signaled a phased withdrawal of all U.S. forces. Of course, that played into the hands of Hanoi. Only when U.S. troops had departed would they sign an agreement that assured easy wiping up of the South Vietnamese; they signed nothing at all until U.S. forces had been reduced to a mere 23,000 men.

The United States had suffered heavily not only from the degradation of its international reputation but from the loss of domestic cohesion under the Kennedy and Johnson administrations. It now suffered additional damage from four more years of fighting. Protracting the war cost the U.S. armed forces

more than 20,000 additional deaths, while brutal use of air power, including B-52s, slaughtered at least 600,000 men, women and children throughout Vietnam to no purpose. At the same time, use of defoliants and an illegal invasion of Cambodia offended world opinion. America will continue to pay heavily for the Vietnamese experience.

Yet current leaders do not seem to have learned from that experience. We hear of a Reagan Doctrine promising that America will support any state or group fighting for freedom against Communist domination anywhere — a rhetorical declaration echoing the Truman Doctrine and the Kennedy inaugural address. Meanwhile the administration is still trying to dictate the political structures of small Central American countries. The administration still confuses regional and local quarrels with the East-West struggle.

If current leaders have learned little from America's most tragic Vietnam experience, the American people have heard and are heeding the message. They do not envisage their country as the world's gendarme or even its nanny. And if they are to support another major use of American forces in a remote part of the world, those in command will first have to show that the conflict at issue is of more than marginal relevance to U.S. interests; that the regime America is seeking to support has deep roots in the countryside; that both the political and the physical terrain are not hopelessly inhospitable, and that limited objectives can be achieved without committing disproportionately large forces or outraging world opinion. As is so often the case, the people are wiser than their government.

Los Angeles Times.

Cambodia: A Country to Abuse and Toss Away

By Sydney Schanberg

NEW YORK — It is 10 years since Indochina fell to the Communists. In America the anniversary brings an outpouring of television reports, documentaries, articles and books. One disappointment for me in this wave of re-examination is that nearly all of it focuses on Vietnam, while Cambodia — the country that everyone used and tossed away — is still everyone's afterthought.

The "great" powers still talk about Cambodia as an abstraction, not people. This apparently gives Washington, Moscow and Beijing the peace of mind to keep playing superpower games with these tormented people.

Consider this thumbnail sketch of the present situation for the Cambodians: • The Russians support the Vietnamese, who have installed a client government in Phnom Penh, a rigid regime that is disliked but tolerated by the Cambodians because they can do nothing about it and because it is less insane and murderous than the Khmer Rouge — who were driven out by the Vietnamese invasion of 1979.

• The Chinese still support and arm the Khmer Rouge, whose barbaric acts and policies resulted in the deaths of two million or more of Cambodia's seven million people and who now exist as a guerrilla force of perhaps 40,000 troops in the jungle in Cambodia's northwest, along the border with Thailand.

• The United States supports two non-Communist factions that have "joined" in a so-called alliance with the Khmer Rouge to

push the Vietnamese out — a goal they have no chance of achieving.

Meanwhile, 250,000 Cambodians live in limbo in camps along the Thai border. Very few have any hope of resettling abroad.

In short, the superpowers still care as little about the Cambodian people as they did in 1970 when they dragged them into the Indochina war and led them to the tragedy that is their lot now. If the powers cared, they would make Cambodia a priority — and that is the one thing Cambodia has never been.

Many things must be remembered if we are to resist the blandishments of the rewriters of history — usually ideologues of the right or left. Ideologues don't care about people either, only about preserving their dogmas.

Remember that the Khmer Rouge were a meaningless force when the war was brought to Cambodia in 1970 — a loose collection of guerrilla units numbering at most 5,000 men. They presented no threat to the government in Phnom Penh. In order to flourish and grow they needed a war to feed on. The superpowers — including the United States, with the Nixon incursion of 1970 and the massive bombing that followed — provided that war and that nurturing material.

Remember that those geopolitical wizards, Richard Nixon and Henry Kissinger (who now lead the pack in publishing revisionist

history), cared so much about the Cambodian people that while they were providing \$1 billion or more a year in bombing and other military aid they could find only a few million in their budget for refugees and relief aid.

Remember that during that war and right up to today, Washington has played footsie with the Chinese in an effort to thwart Soviet designs in Indochina. And that the Chinese have been the main support of the Khmer Rouge, whose barbarism Messrs. Nixon and Kissinger bemoan today while blaming Congress and the press and anti-war activists for the fate of Cambodia as a conveniently forgetting their own support of the Chinese.

Remember, too, that the Reagan administration continues this folly by playing even more intimate footsie with the Chinese, without whose backing the Khmer Rouge would wither and die. The Reagan administration also provides aid for the refugees at the border, some of which goes to the Khmer Rouge.

And remember that, due to the machinations of superpower politics, the flag that flies outside the United Nations for Cambodia is the flag of the Khmer Rouge. The delegate who occupies the Cambodian seat is the Khmer Rouge delegate. The name for Cambodia at the United Nations is the Khmer Rouge name — Democratic Kampuchea.

We should remember all these things the next time some geopolitical maven makes a crocodile-tear speech about the Cambodian people.

The New York Times.

Keep the 'Contras' Paid And Maybe They'll Talk

By Flora Lewis

MIAMI — After squeezing another batch of 21 MX missiles out of Congress with the argument that the Geneva arms talks required them, President Reagan is offering talks between the Nicaraguan rebels and the Managua government in return for an extension of "covert" aid. The tactic is unrealistic, but there is method in the madness. Real negotiations are going on between the administration and Congress, and they seem to turn on the principle that offering to sit at a bargaining table earns the right to chips of the administration's choice.

Never mind that in the Nicaraguan case Mr. Reagan is not even offering to resume U.S. talks with the Sandinista government; he proposes only that U.S.-backed "contras" would enter negotiations. And never mind that he asks for a piffling sum at this point, \$14 million, promised to be used only for nonmilitary help unless Managua refuses to join the game.

The important trade-off is between the White House and Capitol Hill. The calculation seems to be that a call for talks, among other people, provides a sufficient excuse to do something that many in Congress consider of very dubious value, and puts the doubters in the embarrassing position of seeming intransigent.

The administration is perfectly aware that its Nicaragua policy is hitting shoals. It considered and rejected the idea of shifting from supposedly covert to declaredly open aid for an insurrectionary force whose leaders make clear that their goal is nothing short of overthrowing the Sandinista regime. The administration is channeling "private" funds to the rebels, to make up for the current gap in legally appropriated money.

Nobody pretends that \$14 million is going to turn this U.S.-sponsored war around. Clearly the modest request is meant as a signal, a down payment on a U.S. commitment to keep the fighting going and a stake to get Congress firmly involved.

Just when Mr. Reagan is cheerily urging "humanitarian" aid to people he has called "freedom fighters," Guatemala has provided a most unpleasant definition of Washington's standards for acceptable government behavior in Central America. Guatemala was recently officially rated as having made progress in human rights. But last week the body of a woman who was secretary of a Guatemalan group concerned with the "disappeared" was found at the bottom of a ravine, with the bodies of her brother and her young son.

It is very hard to find white hats in Central America. President Jose Napoleon Duarte of El Salvador seems to be deceiving that way, but primarily because he is beginning to convince the army that he's turning him out when he was first elected more than a

Is Solidarity With Solidarity Finished?

By Carol Rae Hansen

WASHINGTON — One of the best kept secrets since martial law was declared in Poland is the abysmal treatment of Solidarity refugees by the United States.

The U.S. Immigration and Naturalization Service has denied asylum to more than 7,000 Solidarity activists, even though the safety of many would be endangered if they returned to Poland. The INS thus defies President Reagan's public program of support for Poles fleeing martial law.

Ten days after the imposition of martial law Mr. Reagan imposed stiff

harassed 1,116 more into leaving through four types of official "required departure" letters and threats of deportation proceedings. The service estimates for 1984 revised 200 to 400 more Poles "required to depart," for a total of 1,300 to 1,500 harassed into leaving or forcibly deported during the years in which President Reagan promised they could stay.

The INS hides deportations and departures induced by harassment under the cloak of "voluntary" departures, and thus argues that it is complying with Mr. Reagan's instructions. But most Poles who are "required to depart" contest INS demands for their departure.

Despite Mr. Reagan's repeated assertions that "we will show our solidarity with Solidarity," the service rejected 77 percent of Poles who applied for asylum between 1981 and 1984. By contrast, about 75 percent of Poles' applications for asylum were approved between 1948 and 1980. And Poles have reasons to fear

denials, for they can be charged with numerous severe offenses, including treason, if they return home.

Asylum policy (which, by law, allows all applicants asylum if they prove a "well-founded fear of persecution") is deliberately confused with immigration policy by many who fear a flood of Haitians, Salvadorans and Nicaraguans. U.S. foreign policy suffers as a result. Credibility is eroded on East European issues, and the mixed signals sour NATO cooperation on Poland. The only gainers are Moscow and the Polish regime.

Senior foreign policy makers must rein in the INS. The rest should be easy. A "national security decision directive" has been drafted that addresses each major area of INS culpability and sets up a structure for reform. All it requires is Mr. Reagan's signature, but the INS has prevented that with vehement protests, vague promises of substantive reform and minor policy alterations.

Reform of Polish asylum problems should not be hard; no extra legislation is required, no extra cost would be incurred and the change could be virtually immediate. Reform need not take privileges away from other national groups. As with INS reforms for Afghans, Iranians and Southeast Asians, a healthy precedent would be set for the proper, humane processing of resistance fighters.

They deserve America's help.

The writer is a research associate at Georgetown University's Center for Strategic and International Studies. She contributed this to The New York Times.

SOLIDARNOŚĆ

sanctions on the Polish regime. He instructed the INS to tell its offices that Poles who reached the United States and "who are unwilling to return to Poland" would not be forced to leave. He asked NATO allies to impose sanctions and institute a similar "no return" policy.

These promises are being forgotten. Poles are battling the INS on three fronts: forced deportations, low approval rates for asylum and unjustified threats and harassment.

INS records reveal that it deported 31 Poles between 1981 and 1983 and

under the cloak of "voluntary" departures, and thus argues that it is complying with Mr. Reagan's instructions. But most Poles who are "required to depart" contest INS demands for their departure.

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LETTERS TO THE EDITOR

Horror Beyond Words

The March 27 editorial "U.S. Help for Cambodia" says: "The Khmer Rouge killed a million or two of their fellow citizens . . ." As if a million lives were no more than buttons or paper clips. How ghastly can you get?

FELIX LANDAU, Garches, France.

Europe Boosts the Dollar

Much current comment misapprehends the reasons for the dollar's relative strength. Reductions in the U.S. budget deficit, possibly leading to lower interest rates, will not reduce the dollar's value vis-à-vis West European currencies. The past year's lowered interest rates, coupled with an even stronger dollar, show this.

The real reason for the dollar's strength is that the United States has become the only remaining outpost of a relatively free-enterprise system. Its industry, relatively unfettered (by European standards) by the mammoth social costs that burden other economies, is the most innovative, vibrant and powerful in the world. So money flows from all over the globe to buy the dollars that allow invest-

ment in the American economy. This greater demand for the dollar increases its cost — a simple application of the law of supply and demand determining the price in the free market in which currencies are traded.

Assuming there is a problem because of the strength of the dollar, which is not at all certain, blaming America for it stands reason on its head. That is comparable to a teacher blaming the smart student for being brighter than his classmates.

Should the U.S. government feel compelled to act, it should direct its attention to its European trading partners and suggest that they devalue their moribund economies. When businesses in Belgium are required to pay their government one franc for each franc paid in salary, it is small wonder that the Belgian economy does not attract the capital that the American economy does.

When a combination of nationalization and all-powerful, politically motivated unions dominate to the extent that they do in Britain and France, efficiency and innovation collapse and the American economy attracts investment from those countries.

Until Europe's economies return to the relatively laissez-faire atmos-

phere of the United States, the dollar, because of the strength of the U.S. economy, will remain strong.

If the strength of the dollar is seen as a problem, Europe's failure to return to capitalism could lead to government intervention in America that moved the U.S. economy further from capitalism. This would lead America toward the mediocrity and stagnation of Europe.

SAMUEL K. ROSEN, New York.

On 'Racial Continuity'

Miles Copeland (Letters, March 25) objects to Abba Eban's statement that Israel is the "oldest of nations," arguing that there is no racial continuity between today's Jews and those of Biblical times. Mr. Copeland's opinion can be neither confirmed nor rejected, however, without usable statistical data on the genetic makeup of the Jewish population in Israel in those times, and such data seem unlikely to be forthcoming. In any case, "racial continuity," whether viewed as relevant or not, is an unhelpful concept because it can be defined in so many different manners.

Historically this did not prevent

the Nazi theoreticians from applying a concept of genetic continuity in their definition of who was a Jew. In the early 1940s the Karmians, an ancient quasi-Jewish sect, did not qualify for genocide because of blood differences between them and the majority European Jewish population.

One purpose of the United Nations in approving the refoounding of Israel in 1948 was to provide a homeland for people who had been included in the "racial continuity" conceived by the Nazis — individuals whose national governments had been unable or unwilling to protect them in the 1930s and '40s. Thus it seems that the usage to which Mr. Copeland objects, although genetically uncertain, accurately reflects the perceptions and political intentions of the postwar world.

JOHN M. SAUL, Ville d'Avray, France.

Packing the U.S. Bench

Your report "Reagan Recusing the Federal Judiciary" (March 26) is worse than alarming. The way to a one-party state. American style.

JAN STUPAN, Lausanne.

FROM OUR APRIL 9 PAGES, 75 AND 50 YEARS AGO

1910: Tigre Official Backs Empress
ADDIS ABABA (via Rome) — Troubles have broken out in the Tigre Province. Governor Ras Olie has, either of his own accord or by order of the Empress, decided to advance on Addis Ababa. With this end in view he has sent the following dispatch to the chiefs under his command: "I have lost my red cow; help me to find it." The "red cow" means the Empress Taitou, who has lost power. (Red is the Imperial color.) It appears that the chiefs have not the intention of following Ras Olie, while his soldiers are deserting to the Regent. The cause of the Empress is unpopular. Taitou has made herself disliked by her despotism. Bodies of troops are leaving the capital daily to reinforce the Government forces.

1935: Times Publisher Ochs Dies
CHATTANOOGA — Adolph S. Ochs, publisher of "The New York Times," died suddenly [on April 8] in this city, where he began his newspaper career 37 years ago by acquiring "The Chattanooga Times." He was 77. Although he was not in the best of health recently, his death was sudden and unexpected. He was stricken with a cerebral hemorrhage and died in a sanatorium to which he had been hurried. Adolph S. Ochs was one of the greatest figures in newspapers on the American continent in the last 30 years. His example was an influence toward moderation in its tone. The mild tone and impersonal spirit of his newspaper were widely imitated by journalists who regarded him as the great oracle of journalism.

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Resignation Shakes Up French TV News

By Michael Dobbs
Washington Post Service

PARIS — The surprise resignation of France's star television news anchorwoman has stirred suspicions here that the Socialist government is attempting to reassert controls over the electronic media before crucial elections next year.

The announcement that Christine Ockrent, 41, was stepping down as anchorwoman for the country's most widely watched television news program was greeted last week with the fevered speculation usually reserved for major government shake-ups.

In a country where television has traditionally been regarded as the voice of the government in power, Miss Ockrent had become a symbol of a more detached and professional attitude toward the news. In the past 3½ years, her evening news program on Antenne 2, France's second channel, has won top audience ratings over its principal rival, TF1, widely regarded as being closer to officialdom.

Miss Ockrent's winning smile and brisk, authoritative manner won her recognition when she became the first woman to anchor a prime-time television news show in France in 1981. Baptized "Queen Christine" by the popular press, opinion polls consistently rated her as France's most popular television news personality.

"They wanted to prevent her from governing: Queen Christine preferred to abdicate," was how the rightist *Le Figaro* summed up her resignation. The independent leftist newspaper *Libération* said that her departure was a sign that President François Mitterrand's Socialist government was unhappy with the independence shown by Antenne 2's news team.

In public statements, Miss Ockrent attributed

her resignation to "professional" differences of opinion with Antenne 2's newly appointed director-general, Jean-Claude Héberlé, over staff appointments. A former television journalist himself, Mr. Héberlé is believed to be close to the Socialist Party and made a sympathetic documentary about Mr. Mitterrand when he was an opposition leader.

"It is not possible for me to continue, since I no longer feel in tune with my superiors," Miss Ockrent said in an interview in which she went out of her way to praise Mr. Héberlé's predecessor, Pierre Desgraupes, who built a reputation for upholding journalistic independence and turned Antenne 2 into France's most respected network.

Political influence over the mass media is wielded in subtle ways in France — through personal connections rather than overt manipulation of information — and it is difficult to point to examples of outright interference in editorial decision-making.

But some French journalists claim that Mr. Héberlé is trying to bring Antenne 2 under tighter control by placing his own trusted men into key slots. They accuse him of seeking to bypass appointees of Mr. Desgraupes, such as Miss Ockrent and Albert Du Roy, the former head of the network's news department, who also resigned recently for "personal reasons."

Other recent resignations at Antenne 2 include that of Robert Chapatte, the sports editor, who took early retirement, and Jacques Segui, presenter of the late-night news program.

Some observers see the "Ockrent affair" in terms of a clash between two strong-willed and ambitious personalities. Reacting last week to Miss Ockrent's resignation, Mr. Héberlé called allegations of political interference "unjust."

Saying that he had never tried to bring pressure

on the news department. He initially threatened to sue Miss Ockrent for breach of contract but later backed down.

According to the investigative weekly, *Le Canard Enchaîné*, suspicions of Mr. Héberlé's leftist political connections surfaced at Antenne 2 in January after Mr. Mitterrand visited the troubled French Pacific territory of New Caledonia. The director-general was reported to have staged an angry scene after network editors decided to cut parts of Mr. Mitterrand's statement on returning home.

The turmoil at Antenne 2 contrasts with the mood of optimism following the Socialist victory in elections in May 1981, when the network took advantage of the government's decision to relax controls over the electronic media. The changes introduced in news presentation by Miss Ockrent, who had worked on the CBS program "60 Minutes," were hailed as the advent of an American style in French television.

"I tried to be a credible anchorwoman, bringing the treatment of the news closer to the facts and away from the caricature of French blablah," Miss Ockrent said. "We tried to develop a more rigorous approach to the news, giving it more punch and attractiveness."

Miss Ockrent likes to say that she has avoided the company of French politicians and that she has met Mr. Mitterrand only twice: once when she interviewed him for the nightly news and once at a breakfast attended by a dozen other journalists.

The Socialist government's claims that it has taken a more liberal attitude toward television than its conservative predecessors rest partly on its creation of the independent High Authority for the Audiovisual Media in 1982. The authority's standing was tarnished somewhat last year when it succumbed to government pressure and appointed Mr. Héberlé head of Antenne 2.



Christine Ockrent in her office in Paris.

Sudan to Stay Pro-West, New Ruler Assures U.S.

By Bernard Gwertzman
New York Times Service

WASHINGTON — The new military ruler of Sudan has met separately with the senior American, Egyptian and Saudi Arabian diplomats in Khartoum and reassured them that he will keep Sudan on a pro-Western course, State Department officials said.

On Sunday, his first day in office after overthrowing President Gaafar Nimeiri, General Abdul Rahman Swareddahab summoned David H. Shinn, the charge d'affaires of the U.S. Embassy in Khartoum, the Sudanese capital.

General Swareddahab "expressed interest in the maintenance of continued good relations with the United States and appreciation for the assistance the United States has provided the Sudan in recent years," said Thomas Knjeski, a State Department spokesman.

Usually, the United States does not divulge the substance of diplomatic discussions. The rapidity with which Mr. Shinn's conversation with General Swareddahab was made public underscored a U.S. effort to demonstrate public support for the new regime.

Mr. Shinn, in turn, assured General Swareddahab, the spokesman said, "that American food, refugee and other forms of assistance will continue."

The spokesman added, "Mr. Shinn welcomed the general's statement of interest in the maintenance of good relations and assured him that the United States government shares fully the desire for strong bilateral ties."

The Reagan administration, however, remains concerned about the ability of the Sudanese military to bring about the long list of changes it has promised. Among the problems mentioned by officials here are the sharp differences with dissidents in the south, the deterioration of the Sudanese economy and the continuing efforts by Libya and Ethiopia to cause trouble in the Sudan, which borders on both of them.

There has been intensive American discussion with Egypt and Saudi Arabia, which have been close to Sudan, officials said. They said General Swareddahab also met with the senior Egyptian and Saudi diplomats in Khartoum.

Sudan is the largest African recipient of U.S. aid after Egypt, but the more than \$100 million in economic aid approved for the fiscal year 1985 has not been allocated yet because of the slow pace of economic changes by the former Nimeiri government.

General Nimeiri, who met with President Reagan last Monday, succeeded in getting the administration to free about \$67 million that had not been disbursed in the 1984 fiscal year by taking the kind of austerity measures that precipitated riots that led to his downfall.

"I think you will find us going out of our way to be sympathetic and supportive of General Swareddahab," a senior U.S. official said Sunday. "We know he has a terrific problem everywhere he turns, and we don't want to cause him additional headaches."

A major concern for Egyptian and American officials, State Department officials said, is the possibility of increased military involvement by Ethiopia and Libya against Sudan in coming days.

President Hosni Mubarak of Egypt told reporters Sunday, "Libya tried to show she is involved in Sudan."

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PERSONAL INVESTING

INVESTOR'S Notebook

A U.K. Budget Bonus

The British budget for the current year had welcome news for futures and options players. Effective last week, their profits will be treated for tax purposes as capital gains. Previously, profits were considered as income and taxed at rates as high as 60 percent.

The change means that futures and options will receive the same tax treatment given equities. Under current capital gains tax laws, profits are taxed at a 30-percent rate. The first £5,000 are exempt. In addition, losses can be written off against income.

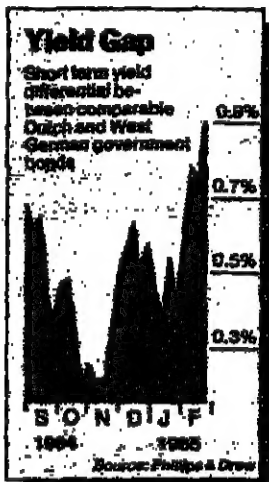
Britain's financial community hailed the change, which also applies to onshore funds that trade in futures and options for hedging purposes. Mark Fox-Andrews, managing director of Drexel Burnham Lambert, said it will enhance liquidity in London's futures and options markets and help "make the City competitive with the rest of the world."

Going Dutch in Bonds

Yields on short-dated Dutch government bonds have surged in recent months, prompting some European investment advisers to suggest that their clients switch from West German government bonds of three- to five-year maturity into equivalent Dutch issues. The yield gap between Dutch and West German government issues reached 130 basis points (hundredths of a percent) in late February before narrowing to between 30 and 35 points in recent weeks.

Analysts say the yield difference reflects the Dutch government's concern over weakness of the guilder against the Deutsche mark. Philip Howard of Phillips & Drew in London says The Hague is accepting the inconvenience of slightly higher yields relative to Bundesrepublik issues to hold the mark steady at about 1.13 guilders.

Despite the recent narrowing in the yield gap, Mr. Howard expects short-term Dutch bonds to remain attractive. He predicts that the yield on five-year Dutch government bonds could reach 8.25 percent by the end of the summer compared with 7.85 percent in late February.



New View of Inflation

Prevailing wisdom holds that a 10-percent drop in the dollar would add 2 percentage points to the U.S. inflation rate. The theory rests on the view that higher import prices push up domestic prices and, ultimately, wages.

But James E. Annable, an economist at First National Bank of Chicago, says this rule of thumb no longer applies. Worker concern about job security has broken the wage-price spiral of the 1970s, he argues.

Moreover, he contends that the link between the surging dollar and import prices is tenuous. The evidence: The dollar's trade-weighted value rose 65 percent in the last four years, but import prices fell less than 10 percent. Instead of bargain prices for consumers, Mr. Annable says, the dollar's rise has meant bigger profits for exporters. Since exporters did not pass along the benefits of an appreciating dollar, he doubts they will pass along the effects of depreciation, preferring instead to maintain their market share.

Playing the China Card

Japanese companies that export to China may no longer be the fad they once were on the Tokyo Stock Exchange, but they are far from out of fashion. A number of brokerage houses have quietly removed so-called "China stocks" from their preferred lists. The move reflects concern about Beijing's ability to pay for imports because of the recent drop in its foreign currency reserves.

Yet analysts still see promise in a handful of consumer-electronics companies and heavy-equipment manufacturers that are benefiting from China's modernization drive. "We think China is a major market, and certain stocks will outperform the market in the next six to 12 months," says Hisamichi Sawa, director of research at Prudential-Bache in Tokyo.

Favorites mentioned by Mr. Sawa include Taidokoma, which makes jet looms for textile manufacturing, and Sanyo Electric. Daiwa Securities recommends Kumagai Gumi, a construction firm, and two truck manufacturers, Nissan and Isuzu.

A Surge of Interest in Offshore Funds



A view of Hong Kong and the harbor.

Hong Kong funds ride the rebound. But will it last?

By Dinah Lee

AS STOCK markets go, Hong Kong's volatility is legend, its thinness a chronic annoyance. Yet despite this harsh environment, offshore funds in the colony profited handsomely last year and further gains are expected.

On average, funds specializing in Hong Kong equities generated a return of 38.5 percent in 1984, compared with less than 2 percent in 1983. Major funds like Schroder, Henderson Baring and Old Court headed the list of top offshore fund performers in 1984, according to Lipper Analytical Services.

Moreover, broad-based Asian funds, which invest in a variety of markets, including those in Hong Kong, Japan, Singapore and South Korea, owe much of their success last year to the colony.

The success of Hong Kong funds has more to do with market fundamentals than shrewd strategies. Even fund managers acknowledge that they are more vulnerable to market sentiment in Hong Kong than in more established stock markets. The exchange only lists about 150 companies, and there is little room for defensive maneuvering if the market turns bearish. "The Hong Kong market is a one-way market," noted Oscar Wong, director of GT South China Fund. "It's very difficult to perform in a different direction from the market."

Indeed, on closer examination the performance of Hong Kong funds closely tracked the Hang Seng index. None significantly outperformed or underperformed the market. Moreover, no matter what the underlying strategy used by managers, funds had surprisingly similar performances.

In many ways, the political uncertainty that surrounded Hong Kong last year laid the groundwork for the fund's remarkable success. As concern about the colony's future went from worry to panic last summer, the Hang Seng index slumped to a low of 746 in July. But when the British and Chinese sorted out the colony's future, guaranteeing its unique status when China assumes sovereignty in 1997, the market rebounded. The index broke through the psychological 1,000 barrier in December.

Although many of the Hong Kong funds got cold feet during those difficult months and went comparatively liquid, they were able to jump into the market quickly as it turned around. Edward

Kong, assistant director of Schroder's Asia Ltd., said managers of the company's Asian fund were 90 percent invested in Hong Kong equities when the market was at its low. The fund generated a return of almost 27 percent last year.

Despite the already substantial rise in the market, fund managers expect to put in another good performance this year. Now that Hong Kong's autonomous capitalist life has been relatively assured, confidence is returning. The colony still boasts sound economic fundamentals, and there are signs of a recovery in the banking and property sectors, which account for 50 percent of the stock market index. Analysts predict the Hang Seng index could reach 1,800 by the end of this year.

Jonathan Compton, director of the Henderson Baring Fund, thinks the market's recent success is only the beginning of a prolonged rally. He says the importance of Hong Kong's role in China's modernization, the rapid growth of the local money supply and the favorable outlook for corporate profits means that "this market is going to blow."

The \$25-million fund, Mr. Compton says, tends to be underweighted in utilities but otherwise strong on low-risk blue-chip companies and banks, including a fair number of China-related stocks.

Mr. Wong of the GT South China Fund is more cautious about the market's prospects and expects continued volatility. Although he acknowledges that he lost some ground to his competitors when he went relatively liquid before the end of last year's rebound, his South China fund is still only 83 percent invested, low compared with others. The fund offers a mixture of blue-chip companies, entertainment companies like Shaw Brothers and

industrials like Hong Kong Aircraft Engineering Co.

Investors who want to protect themselves from the slippery downside risk in Hong Kong should consider some of the broad Asian funds that have significant exposure to Hong Kong. These include GT's Asian Hong Kong Growth fund and Asia fund, the Wardley Nikko Asia Trust, the Jardine Fleming Eastern Trust and the Indosuez Asian Growth Fund.

Although Henderson Baring's Mr. Compton believes that single-country funds take fuller advantage of bull markets like the one forecast for Hong Kong this year, Asian fund managers have been so

(Continued on Page 10)

Rising markets and new products draw tax-shy investors.

By William McBride

WHEN Jack Tomlinson neared retirement in 1980 after 23 years with the Customs Cooperation Council in Brussels, the British finance director began looking for ways to invest the lump sum he would receive on leaving the international agency. Concerned about security, his first thought was British government bonds, called gilts. "I saw an advert for a gilt fund and wrote to them," he recalled. Surprisingly, the fund suggested that he take his money elsewhere.

The reasons came down to taxes. The gilt fund was an authorized unit trust operating under British law. As such, Mr. Tomlinson's investment would be subject to a range of taxes that he could avoid by placing his foreign earnings in an offshore fund.

Mr. Tomlinson, who has since returned to Britain and maintains a portfolio of offshore fund shares, is only one example of a broad range of investors who have discovered the attractions of these investments. Globe-trotting executives of multinational corporations or independent professionals commanding high fees for consulting jobs outside their own country have also turned to the funds. In another category are wealthy individuals in high-tax or politically unstable countries who want to park their funds out of reach of the authorities.

The revival of world stock markets, continued currency volatility and the easing of foreign-exchange controls have proved a boon to the offshore fund business. While industrywide figures are hard to come by, Fidelity Management, one of the biggest fund operations, said the total assets of its offshore funds has grown from about \$210 million at the end of 1979 to about \$750 million currently. During that period, Fidelity introduced three funds, Lipper Analytical Services, which monitors the fund industry, says assets of the 466 offshore funds it tracks totaled \$18.7 billion at the end of 1984.

Offshore funds are the international cousins of U.S. mutual funds and British unit trusts. While organized along similar lines and by many of the same U.S. and British investment companies, the offshore funds are legally based in such low-tax areas as the Channel Islands, Bermuda, the Cayman Islands, Hong Kong and Luxembourg. Most offshore fund shares are denominated in U.S. dollars.

Fund industry officials say in recent years the flow of money into offshore funds has been particularly strong from such Far East countries as Indonesia, Malaysia and Hong Kong. Much expatriate money still comes from the Middle East, while the money invested from continental Europe flows mostly from retirement areas and from accounts in Switzerland.

For the expatriate of any nationality, an offshore fund can eliminate a lot of headaches. "For the bulk of expats, one of the major problems is that they are moving around," notes Adrian Collins, managing director of Gartmore Investment Management. By accumulating capital in an offshore fund, the expatriate who is reassigned from country to country every few years avoids local tax on unearned income or on capital gains. His funds are

(Continued on Page 8)

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THE BOURSES

Talk of Takeovers Stirs U.K. Oil Sector

By John Meehan

THE TAKEOVER fever that swept through London equity markets last year may soon descend on Britain's North Sea oil fields.

The somber outlook for crude oil prices, coupled with doubts about the potential for new discoveries in the North Sea, has so depressed the prices of small exploration stocks that several are prime targets for predators, according to analysts.

Moreover, many of these companies are entitled to huge exploration tax credits that can be written off against Britain's petroleum revenue and corporate earnings taxes. Many analysts believe that the desire for tax efficiency will persuade bigger oil-producing companies to overlook the spotty earnings performance and poor prospects of many of the small exploration companies.

Adding up assets and the potential value of exploration tax credits, Paul Gregory, an oil analyst with Wood, Mackenzie & Co. in Edinburgh, estimates that the exploration sector is trading at a 6-percent discount on equity markets compared with a 53-percent premium a year ago. "At these values, it's getting cheaper to buy oil and gas on the stock market than go out looking for it," he said.

There is no suggestion that the potential merger activity this year will come close to the magnitude of the recent takeover battles in the United States. Some analysts even think the chance of an average investor making money in the sector is slim. "It's a very, very high risk-reward situation," one analyst said. "When you start looking at tax situations and asset values, it's difficult to figure out who is a target and who isn't."

Nevertheless, the current takeover talk, analysts

say, could herald a long-anticipated consolidation among North Sea exploration companies and bid up share prices in a sector that has performed poorly since last September.

Few analysts see these companies proceeding as independents. Many that fall into the target category were born during the North Sea oil rush in the 1970s. Now, with the Claymore and Forties fields staked out and oil prices hovering around \$28.50 a barrel, oil specialists do not expect significant additional discoveries. Some companies, observers say, are actually eager to merge with larger concerns to broaden their horizons.

"This could be the year of the big shakeout," said Jeremy Elden, who tracks oil stocks at Phillips & Drew.

There is no lack of predators. Most major British oil companies are heavily weighted toward production rather than exploration in the North Sea and would be eager to reduce their tax liability. Enterprise Oil, one of the biggest and most profitable independents, is thought to be seeking acquisitions. It has more than £100 million (\$120 million) on hand in cash and short-term investments, analysts say.

So far merger speculation in the oil sector has focused on a handful of medium-sized companies. Tricontrol, which recently reported a 25-percent jump in earnings for 1984, is seen as the most vulnerable to predators. The company reported late last month that someone had built up a 4.7-percent stake in its shares. Buyers do not have to

(Continued on Page 9)



An oil rig in the North Sea off the Shetland Islands.

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FUNDS

Growth-Stock Funds Shone in First Quarter

By Fred R. Bleakley

First-Quarter Mutual Fund Performance

Best and weakest performers among mutual funds based on change in net asset value, including dividends, in the first quarter of 1985.

Name of Fund	Investment Strategy	Percent Change
BEST PERFORMERS		
First Investors Natural Resources	Natural Resources	+39.53
Fidelity O.T.C.	Small-company growth	+32.21
Sherman Dean	Capital appreciation	+31.76
Steinroe Discovery	Small-company growth	+24.28
Fidelity Select Leisure	Specialty industry	+24.10
Fidelity Select Health	Specialty industry	+22.92
Babson Enterprise	Small-company growth	+21.80
First Investors Discovery	Small-company growth	+21.59
First Investors International	Global	+20.16
Financial Portfolio Gold	Gold	+19.04
WEAKEST PERFORMERS		
AARP General Bond	Fixed-income	-1.54
Nicholson Growth	Capital appreciation	-1.53
G.E. Long-Term Interest	Fixed-income	-1.41
Newport Far East	International	-1.20
AARP GNMA	Fixed-income	-0.95
Steadman Oceanographic	Growth	-0.68
Maxim Bond	Fixed Income	-0.52
GT Pacific Fund	International	+0.39
Calvert Income	Fixed-income	+0.40
Merrill Lynch Federal	Fixed-income	+0.50

* Out of 773 funds, exclusive of money market funds, municipal bond funds and short-term Government securities.

Source: Lipper Analytical Services

THANKS to a January surge in the stock market, the average equity mutual fund in the United States gained 8.93 percent in the first quarter. That was almost as much as these funds have gained during the entire year, on average, in each of the last 15 years, according to Michael Lipper, president of Lipper Analytical Services, which compiled the quarterly performance statistics.

For the seventh consecutive quarter, however, equity mutual funds fared more poorly, on average, than the Standard & Poor's 500 index, which was up 9.21 percent, with dividends reinvested. The 456 general equity mutual funds, on average, however, exceeded the Dow Jones Industrial average, which gained 5.78 percent.

Mr. Lipper said that after six consecutive quarters of poor performance, mutual funds specializing in small-company growth stocks broke into the top 10 rankings in a big way. Also putting in strong performance were several funds that struck it rich in late March when their investments in gold shares shot up.

The top performing fund out of the 773 tracked by Lipper Analytical Services was First Investors Natural Resources, an \$11-million portfolio that gained nearly 40 percent, thanks to a heavy concentration in gold shares and energy issues, which also rebounded in the quarter. In the fourth quarter of last year, the fund had scraped the bottom of the rankings list with a 24.6-percent decline.

Another turnaround was the Sher-

Investments in gold shares also pay off

man Dean Fund, which jumped from third-worst at the end of last year to third-best for the first quarter of this year. It is a capital-appreciation fund, which means that it can trade actively and use options as well as stocks in its portfolio.

The volatile state of the bond market in the first quarter made losers out of a number of fixed-income funds, despite the interest they earned from their investments. Six of the 10 worst performing funds were fixed-income. Although bond prices, measured from the beginning to the end of the quarter, were relatively flat, there were sharp swings during the interim.

One of the fixed-income funds that suffered the most was the General Electric Long-Term Interest Fund, with more than \$200 million in assets held for GE employees. It had led the list of top performing funds in the fourth quarter of last year, but sank to third-worst performing over the last three months.

Several mutual fund groups scored well in the first quarter. First Investors Group and Fidelity Management & Research Corp. each had three funds listed among the top 10 performers. The Fidelity OTC Fund, in fact, had been the

leader for most of the quarter. But it was bumped into second place by the First Investors Natural Resources Fund when gold shares soared at the end of March, at a time when the closing of scores of Ohio thrift institutions shook world financial markets.

"Most gold funds were flat to down 5 percent at mid-March," said Peter Lynch, senior vice president of Fidelity Management & Research, with a tinge of regret that his firm's OTC Fund was knocked out of first place. "By the end of the quarter, they were up 15-20 percent."

The \$25-million OTC Fund scored well, Mr. Lynch said, because it was heavily invested in over-the-counter growth stocks that were not technologically oriented. Technology stocks were one of the sectors that did not come back strongly in the quarter.

Two sectors that did perform well were leisure stocks and health care. Fidelity's two funds that specialize in those areas were among the top 10 performers for the quarter. The leisure fund was especially helped by the run-up in broadcasting stocks such as CBS and ABC, as well as restaurant companies, Mr. Lynch said. And the Select Health Fund gained with its investments in drug and hospital management companies, he added.

Patrick Page Kildoye, economist and portfolio manager of First Investors Group, said his firm's international fund performed well because it was heavily invested in the Hong Kong market, Canadian energy stocks and several cyclical companies, such as steel stocks, in the United States.

New York Times Service

A New Surge of Interest In the Offshore Funds

(Continued from Page 7)

professionally managed and there are none of the communications problems that arise in trying to invest directly in complicated markets from a long distance.

The growth in the offshore industry in the last few years has been marked by a proliferation of specialty equity funds that give the offshore investor access to specific markets or sectors of markets.

These funds concentrate their holdings in such areas as American small-company stocks or Australian stocks. "At the moment, the fad is European stocks," notes Robert Harris of the firm of Nicholson Harris, a financial adviser.

Typically, specialty funds start out catering to institutions, such as pension funds and insurance companies that find the funds a convenient way to invest in such difficult markets as those in Hong Kong or Spain. If the funds are successful, they become more receptive to individual investors. Mark V. St. Giles, head of GT Unit Managers, says that in recent years there has been "pressure to introduce more specialty funds for individuals."

Another trend has been the creation of "twist" funds, which allow investors to move assets among a family of funds at little or

no cost. The most ambitious version is the Gartmore Capital Strategy Fund. It offers 13 funds in such areas as Japanese stocks, North American stocks, British stocks, Japanese government bonds and yen convertible bonds. There are also currency funds in U.S. dollars, British pounds, Deutsche marks, yen and Swiss francs.

THE growth in the number of funds has complicated the task of selection. But for investors, the primary issue will always be the reputation of the fund. In a field touched regularly by scandal, investors should "only deal with first class names," cautions Paul Tagg, managing director of Tagg Financial Management. "If you're dealing in an offshore fund, you don't have to deal on the fringe."

The safest path is to stick with the funds that are offshoots of established companies operating in the domestic markets. After safety, the most important issue is performance, a much more complicated topic than many fund investors appreciate. The figures found in the promotional campaigns of even the best funds do not always tell the full story of performance.

In a bull market, smaller funds with aggressive managers can often outperform the broad market indexes by filling the portfolio with the volatile shares of young growth companies. But if the market sours, the value of an aggressive portfolio is likely to decline faster than the overall market.

Volatility can also be a trait of specialty funds concentrated in a market or sector that is prone to steep ups and downs. For a clear picture of a fund's performance, it is important to look at the changes in its return on a year-by-year basis and to compare them with funds with similar goals and assets. Just looking at the average annual compound return over the life of the fund, a figure routinely trumpeted by fund brochures, will seldom provide the full story.

A fund with a 19-percent average annual compound growth over five years of existence is impressive. But the fund could have had a brilliant first two years and have been on the decline ever since, a

fact that an investor should be aware of.

Some professional advisers also steer away from funds that they deem to be too large. Though there are exceptions, performance tends to be less dynamic as a fund becomes larger.

An issue closely linked to performance is the fund's investment policy. A seasoned investor will seek to find out how willing the fund manager is to convert the fund's stock holdings to cash should a bear market hit. Managers of stock funds typically will put no more than 30 percent of the fund's assets in cash, no matter how bearish the outlook, says Mr. Tagg.

Fund managers often take the view that their shareholders bought the fund to invest in the underlying stocks, not in cash, says Hugh Lockhart, managing director of Charley McLernan Overseas, investment advisers. Thus, the managers believe their shareholders "have made the decision to ride out the risk," Mr. Lockhart says. But he says this attitude is changing somewhat among the younger generation of fund managers.

Another test of a fund's credibility is whether it has personnel in the markets in which it participates. A fund specializing in Japanese shares should have a person in Tokyo. "We like the management to be in the countries where the assets are," says Mr. Harris of Nicholson Harris.

To purchase shares in an offshore fund, investors will usually pay a "front-end" fee, or sales charge, of about 5 percent or less. Management fees vary widely, but usually do not exceed 1 percent annually, about the same as those for British unit trusts.

Fund operators are generally optimistic that their industry will continue to grow, helped along by the confidence in world markets and growing sophistication of investors. They count on the attitude expressed by a British employee of a North African company that is a joint venture between a U.S. firm and the local government: "Quite simply, they're an easy way to cover all my options."

Lynne Curry in London contributed to this report.



Bernard Cornfeld and some friends in London in 1974 after he was released on bail from a Swiss prison, where he had been questioned about fraud and other charges.

The Long Shadow of IOS

ONE OF the burdens on the international fund industry has been the legacy of the collapse of Investors Overseas Services, a scandal that ruined many investors' appetite for fund.

The investment community will not soon forget IOS or its founder, Bernard Cornfeld, a former social worker and mutual fund salesman from Brooklyn, New York, who went into business in Europe in the 1960s. Stealing a march on the big European investment houses and banks, he brought the concept of mutual fund shares to more than 200,000 mostly middle-class investors in Europe, Asia and Latin America eager to participate in the U.S. stock market boom of the 1960s.

By 1968, IOS controlled about 18 funds with assets approaching \$2 billion. Mr. Cornfeld and a staff of about 1,400 ran a global empire from a lavishly furnished chateau on the outskirts of Geneva. But IOS crumbled quickly as the bear market took hold in 1970. At one point, some IOS fund shares lost half their value in a single day as panicky investors dumped their holdings. In the power struggle that ensued, Mr. Cornfeld was deposed as head of IOS, with control eventually passing to Robert L. Vesco.

According to a U.S. Securities and Exchange Commission suit in 1972, Mr. Vesco diverted some \$224 million in stocks in IOS funds to banks and shell companies controlled by himself and his associates. He was later indicted in the United States on fraud charges arising from the IOS collapse and on charges of attempting to obstruct an investigation by contributing \$200,000 to President Richard M. Nixon's re-election effort.

Mr. Vesco thus became one of world's best known fugitives, and is variously said to be living in Costa Rica and on an island off Cuba. A Swiss jury acquitted Mr. Cornfeld in 1979 of fraud charges. He now lives in Los Angeles.

Nearly 12 years after the collapse of IOS, an international effort to sort out the company's affairs and liquidate its assets is nearing completion, according to Vic Barnett of Clarkson Co., the Toronto firm that is overseeing a major part of the process. He said Clarkson is still seeking about 16,000 IOS shareholders. (Queries should be addressed to The Clarkson Co., Liquidator, IOS Ltd., P.O. Box 251, Toronto-Dominion Centre, Toronto, Ontario, Canada M5K 1J7.)

According to a West German group of IOS shareholders, payments already received as part of the liquidation of four major IOS funds amount to about 95 percent of the total net asset values of the funds in 1973. "They got back most of their capital," said Mr. Barnett. "They just didn't get any interest for 15 years."

The IOS collapse — and a number of smaller scandals since — spawned a wave of new regulations. Still, experts say the offshore fund investor continues to have minimal legal leverage in the event of a fraud.

However, eager to keep their lucrative tax-haven industries flourishing, many of the offshore areas have moved to clamp down on abuses. Guernsey and Jersey in the Channel Islands and Hong Kong are among the offshore centers that have imposed firmer controls on funds. In general, regulators are looking closely to insure that a fund's assets are being held by an independent trustee or custodian. From the investor's standpoint, this should be a first-line bank with an international reputation to protect.

There is also a move among the more well known offshore funds to register their offerings with national regulatory agencies and to obtain stock market listings. "In some ways, the idea of 'offshore' is breaking down," says Mark V. St. Giles, managing director of GT Unit Manager in London.

Still, there is a long way to go before the fund business becomes truly international. Virtually every country restricts in some way the sale of funds not accredited by its national authorities.

The U.S. Securities and Exchange Commission has gone as far as to discourage any non-U.S. fund from soliciting Americans, even if they are not residing in the United States. In defiance to the SEC position, prospectuses for many offshore funds state that shares will not be sold to a "U.S. person." In practice, however, few offshore funds enforce such provisions, though they will not accept correspondence or payments from the United States. In any event, the issue is between the SEC and the funds, not the investor, SEC officials acknowledge.

European Community officials are working on a directive that would let any fund approved by national authorities and meeting certain criteria sell its shares anywhere in the EC. The directive could be approved this year.

— William McBride

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THE BOURSES

Easy Gains Are Over For Progeny Of Ma Bell

By Edith Cohen

IT HAS been a little more than a year since the historic breakup of American Telephone & Telegraph. In that brief period, Ma Bell's offspring have turned in a stellar performance, exceeding their own earnings estimates for 1984.

"They've done a marvelous job in a year in getting things in order," observed Leonard Hyman, an analyst with Merrill Lynch, Pierce, Fenner & Smith Inc. On average, stock in the companies appreciated 17 percent last year to produce yields of about 7.5 percent. Pacific Telesis was by far the biggest winner. Its share price rose 28 percent. During the same period, the Standard & Poor's 500 Index managed a modest 1.4-percent gain.

Despite such enormous moves, which are unusual for telephone companies, analysts are skeptical that they will be able to duplicate last year's performance in 1985.

In many ways 1984 was unusual. The companies were new, yet benefited from lingering confidence that was generated by their Bell System connection. This year the regional will be measured against the reality they have created. The stock market will not be as euphoric, analysts contend, and differences among the companies are bound to emerge.

"They are big, sound telephone companies, with some problems. The trick is to figure out which have bigger problems and which can overcome them," said Andrew Silton, an analyst at First Albany Corp.

At the moment, the analytic community is distinguishing very little among Ameritech, Bell Atlantic, Bell South, Nynex, Pacific Telesis, Southwestern Bell and US West. Since starting up in January 1984, the "baby Bells" have been more or less "running in a pack," according to Mr. Silton.

But each company has its own regional characteristics and problems. They cover regulatory climate, management style, demographics, and general responsiveness to technological developments and to business opportunities beyond simple telephone service.

Regulatory climate is seen by many as crucial over the long term, to a regional company's attractiveness. Under the terms of the AT&T divestiture, about 90 percent of a regional's revenues must come from tariffs set by the Federal Communications Commission and state regulatory authorities. And this year profits could depend heavily on rate increases, and all the regional companies are seeking some increase in allowable rates.

Another big problem confronting the regional companies is the threat of "bypasses" in which big corporate customers develop their own telecommunications systems instead of using the local phone service. The regional companies are clearly vulnerable when it comes to long-distance calls.

In order to subsidize local phone service, long-distance customers now absorb the costs

How the Baby Bells Fare



NYNEX

1984
Revenue: \$9.5 billion
Earnings per share: \$10.10

1985 Estimates
Revenue: \$10.2 billion
Earnings per share: \$11.00

Stock Price
Nov. 21, 1983: \$80.50
March 29, 1985: \$80.00

AMERITECH

1984
Revenue: \$8.4 billion
Earnings per share: \$10.17

1985 Estimates
Revenue: \$9.0 billion
Earnings per share: \$11.10

Stock Price
Nov. 21, 1983: \$83
March 29, 1985: \$82.13

Bell Atlantic

1984
Revenue: \$8.1 billion
Earnings per share: \$9.94

1985 Estimates
Revenue: \$8.5 billion
Earnings per share: \$10.50

Stock Price
Nov. 21, 1983: \$65.75
March 29, 1985: \$83.13

BELL SOUTH

1984
Revenue: \$9.5 billion
Earnings per share: \$4.28*

1985 Estimates
Revenue: \$10.1 billion
Earnings per share: \$4.55

Stock Price
Nov. 21, 1983: \$29.675
March 29, 1985: \$35.50

*Reflects 3-for-1 split

PACIFIC TELESIS GROUP

1984
Revenue: \$7.8 billion
Earnings per share: \$8.46

1985 Estimates
Revenue: \$8.3 billion
Earnings per share: \$9.20

Stock Price
Nov. 21, 1983: \$51.50
March 29, 1985: \$70.38

Southwestern Bell Corporation

1984
Revenue: \$7.2 billion
Earnings per share: \$9.40

1985 Estimates
Revenue: \$7.7 billion
Earnings per share: \$9.80

Stock Price
Nov. 21, 1983: \$62
March 29, 1985: \$74.75

USWEST

1984
Revenue: \$7.3 billion
Earnings per share: \$9.24

1985 Estimates
Revenue: \$7.9 billion
Earnings per share: \$9.80

Stock Price
Nov. 21, 1983: \$56
March 29, 1985: \$74.88

Estimates by Value Line

of artificially high fees, called access charges, that are paid by the long-distance companies, such as AT&T, MCI Communications, GTE Sprint and others, to connect with local customers. But some large companies are developing ways to link up directly with long-distance lines.

If the bypass movement gains momentum, the loss of revenue could be devastating to the regional operating companies unless regulators agree to reduce the subsidy for residential service. Some companies are pressing officials to move in that direction, but it clearly is an unpopular political choice.

DEMOGRAPHICS will also shape the destiny of the regional companies. This does not necessarily mean a company must serve an area of high population growth to boost profits. Instead, regions where telecommunications needs are increasing, such as in areas where corporate customers are growing, will likely benefit local telephone customers.

Another factor that investors should consider when evaluating the companies is their willingness to look for new business opportunities to help their growth. The 1983 divestiture decree places strict limits on the regional companies' ability to diversify into non-telephone ventures. "Nonregulated," business can account for no more than 10 percent of total revenues. Mobile telephone service and phone-equipment sales are exceptions.

Still, the companies are looking to such areas as foreign consulting and computer services for both business and residences.

The following is a rundown of how the experts view the growth and profit potential of the regional companies:

• Ameritech, based in Chicago, serves the great manufacturing area of the country sometimes known as "Smoketown America" and "the Rust Bowl." The region has recently trailed the general economic growth in the United States. However, Warren E. Spitz, an analyst at Value Line Inc., points out that Ameritech's concentration of service-oriented businesses is located in Illinois, perhaps the most progressive regulatory environment in the nation.

Moreover, analysts think Ameritech will see some business expansion. Mr. Silton sees potential in the growing need to send data from the businesses based in the area to their branches and manufacturing plants around the country.

• Bell Atlantic, which serves the eastern coast of the United States from New Jersey to Virginia, has been notable for aggressive acquisitions as part of a strategy to build a total communications company. James McCabe, an analyst with Prudential-Bache Securities, particularly lauds the recent purchase of Sorbus Service, the second-largest independent computer-service company in the United States.

Bell Atlantic has the lowest operating costs of the seven regional companies, and management expects to lower costs even further by cutting the work force by 10,000 by 1988. Analysts generally like Bell Atlantic's regulatory environment and current rate structure.

Nevertheless, analysts are divided over the company's ability to generate new telephone business. Mr. Hyman of Merrill Lynch notes that the eastern corridor is an area of slow population growth. And because Washington accounts for a large share of its revenue, he

thinks Bell Atlantic is vulnerable to cost-cutting efforts by the U.S. government.

• Bell South, reaching into the fast-growing Sunbelt, gets a lot of credit for good management and above-average profit margins.

Charles W. Schelke, an analyst with Smith Barney, says that Bell South has had one of the highest rates of return despite what he sees as consistently poor regulation. Taking advantage of the region's growth potential, the company is also building for the future by installing modern equipment and focusing on technology.

• Nynex, which serves New York and New England and has the highest concentration of corporate customers, is seen as the most vulnerable to bypasses in the long run. "Give it another year or two for rates to reflect costs, and then the antennas will go up," said Mr. Hyman.

Nevertheless, analysts have rated the company a good choice in the short term and are waiting to see what steps the company takes to cut costs and increase revenues to support itself in the long run. Mr. McCabe noted that Nynex has announced the biggest work force reduction of any of the operating companies and intends to eliminate 5,000 jobs from its 94,000-employee payroll.

• Pacific Telesis, with about 95 percent of its revenue derived from California, serves a fast-growing, high-technology area. But its concentration also makes it vulnerable to a single state regulatory agency. Mr. Silton sees it as among the companies with the most problematic rate structure, growing out of the West Coast's historic dependency on long-distance toll revenues. He is concerned about whether California regulators will give it the rate increase it needs.

Mr. Hyman, however, thinks California regulators are intelligent and fair-minded, but acknowledges that the company's dependency on a single regulatory body is "not an easy relationship."

• Southwestern Bell put in the poorest stock performance of the holding companies last year. This partly reflected concern about its regulatory environment. Texas accounts for the bulk of the company's revenues. The best Value Line's Mr. Spitz can say of the situation is that "there is little likelihood that the regulatory environment could become much more difficult and the possibility at least exists for some improvement."

Rate increase requests totaling more than \$100 million should be decided by midyear. Mr. McCabe of Prudential-Bache expects the state regulatory commission to allow some kind of increase. With the 1984 elections out of the way, he said, state regulators may now be less sensitive to political considerations.

• US West is distinctive in that it covers the largest land area, 13 states, and derives a large share of its revenues from interstate service. It operates in a rather varied economic climate, stretching from Sunbelt verve to Pacific Northwest sluggishness.

With a very small central organization, it encourages its component telephone companies to be strongly entrepreneurial as it aggressively diversifies into unregulated services, telephone-equipment sales, cellular radio and real estate. However far afield it roams, it cannot escape the need for the Federal Communications Commission to change the current interstate rate structure. Few analysts believe that the commission will do so immediately.

Targeting New Sale of U.S. Bonds

By David Tinnin

AFTER two successful issues last autumn, the Reagan administration has decided to proceed with a third auction of Treasury bonds aimed exclusively at foreign investors.

David Mulford, assistant secretary of the U.S. Treasury for financial affairs and chief architect of the so-called "targeted" issue, said the sale could take place this month, or at the latest in June or July. The U.S. Treasury, looking for innovative ways to finance the federal deficit, devised the targeted instrument last year after Congress repealed the 30-percent withholding tax that foreign investors had to pay on dividends and interest from fixed-income securities. Foreign institutions that purchase the Treasury notes for later retail sale must promise not to sell them to U.S. citizens.

The decision to proceed with another issue resolves some of the puzzlement expressed by the international financial community. Observers in Europe and Asia had thought that Washington would quickly assemble a third offering after the first two issues created strong demand. The first \$1-billion offer of five-year notes last October was oversubscribed by about 300 percent. An identical issue a month later was greeted with similar enthusiasm.

The delay was interpreted by some analysts as a sign that the U.S. Treasury was displeased with the narrowing spreads between the targeted issues and comparable securities in the U.S. domestic market. In the first two auctions foreigners were willing to accept a slightly lower yield, but are unlikely to do so in the future, analysts say.

In an interview at his Washington office, Mr. Mulford denied that this had anything to do with the delay. One reason for the pause, he said, was simply the bureaucratic shuffle that sent Treasury Secretary Donald T. Regan to the White House as chief of staff in exchange for James A. Baker 3d. The other reason, he said, was a glut of dollar-denominated new issues in Europe. "We did not want to sell into a weak market," Mr. Mulford said.

Mr. Mulford, who served for 10 years as principal adviser to the Saudi Arabian Monetary Authority before taking up his Treasury post, said the exact timing of the next issue depends somewhat on whether the Treasury intends to stick with five-year notes or diversify into a mixture of maturities, ranging from two to 10 years.

Mr. Mulford would not speculate on the size of future offerings, but by some estimates the U.S. Treasury will attempt to raise as much as \$10 billion through targeted issues over the next two years.



Oil Takeover Talk

(Continued from Page 7)

disclose their identity until they have acquired at least a 5-percent stake.

The smaller companies are also generating takeover speculation, although it has generally been less publicized. Clyde Petroleum has twice bid for Petrolex. The last offer, which expired Tuesday, was for 75 pence a share, up from 58 pence that the company rejected earlier.

Goal Petroleum and Anvil are also considered likely targets. Mr. Gregory estimated that Goal's potential exploration tax credits alone could be worth as much as 127 pence a share. It closed at the end of March at 114 pence.

Floyd Participations is also seen as a possible target. Last month's surprise decision by the British

government to eliminate tax credits for on-shore exploration, where Floyd has concentrated its efforts, has raised questions about the company's future. It is thought by some analysts that Floyd's assets may be worth more than its value on the Unlisted Securities Market.

Shares in the company, which had been trading for over 100 pence, closed out March at 85 pence. Wood, Mackenzie puts its asset value between 54 pence and 101 pence a share.

"Despite all the talk of takeovers, it's been happening a bit more slowly than some people thought," said James Joseph, an oil analyst with James Capel & Co. "But it may just take one successful bid to trigger all the takeovers."

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CHART TALK

The Quarter: Global Gains

AFTER generally dozing during 1984, stock markets around the world awoke last quarter charged with an energy that set records on stock indexes around the globe.

Indexes surged to new highs in New York, London, Tokyo, Frankfurt, Paris, Amsterdam, Zurich, Milan, Oslo and Madrid. In January, electricians in London installed an extra digit on a sign on the Financial Times newspaper building just in time for the industrial share index to break 1,000.

The World Index, a measure of stock prices and dividends around the globe, rose about 9.1 percent from January through March. And when the North American markets are excluded, stock prices rose 9 percent in the quarter. In both cases the index, which was devised by Geneva-based Capital International Perspective, converts the return on equities into dollars.

Prices on the New York Stock Exchange took off in the new year. The Dow Jones Industrial Average of 30 major stocks began rising in the first week of January and by the end of the month had crossed the magic 1,300 level, although it drifted lower by the close. The Dow persistently tried to close above the 1,300 barrier in February and managed a new high of 1,299.36 on March 1. After that effort, it generally drifted moderately lower, ending the quarter at 1,266.78.

"You had a very broad based rally that started the year off, and then we simply went sideways," said Hugh A. Johnson, strategist for First Albany Corp., a regional brokerage firm. Analysts attributed the drift to concerns about the strength of the U.S. economy, fears of a more restrictive monetary policy and rising interest rates, concerns about the banking system and, before the dollar dropped, anticipation that multinational companies would suffer reduced profits from currency translations.

"The really spectacular performance was in stocks of small to medium-sized companies, especially in high technology," Mr. Johnson said.

Boosted by strong corporate profits, London stock prices surged in January, with the Financial Times ordinary share index of 30 major stocks setting a record on Jan. 22 of 1,024.5. The index later lost ground and has returned to triple digits but is still almost 3 percent higher than its year-end level.

"A good British stiff upper lip" has allowed investors to spur the market notwithstanding rising interest rates, according to Roger Nightingale, who follows equities for Hoare Govett, the London stockbrokerage. Last summer rising interest rates had depressed the market, he said, but robust corporate profits this quarter are now helping investors maintain their enthusiasm in the face of interest rates that soared in January and are considerably higher than in the United States.

The surging dollar pulled share prices in its wake on the Frankfurt exchange, pushing the 100-share Frankfurt Allgemeine Zeitung index to 423.55 by mid-March, from 382.39 early in the year. Then a technical consolidation caused the market to level off. At Friday's close the index stood at 408.90, up about 7 percent for the quarter.

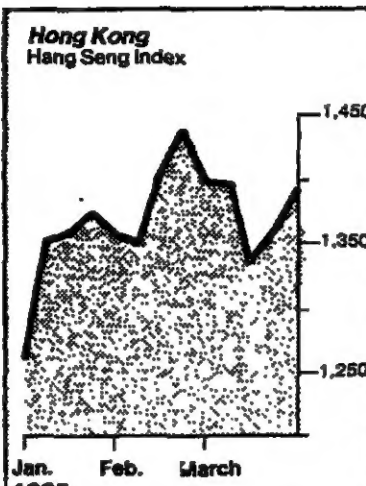
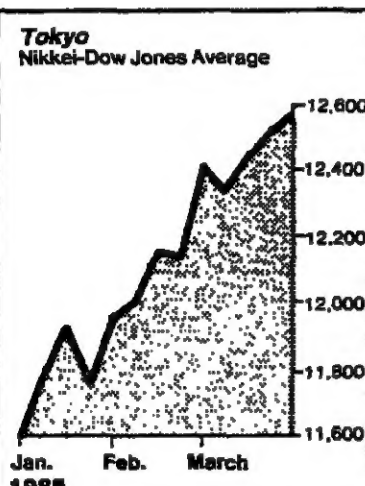
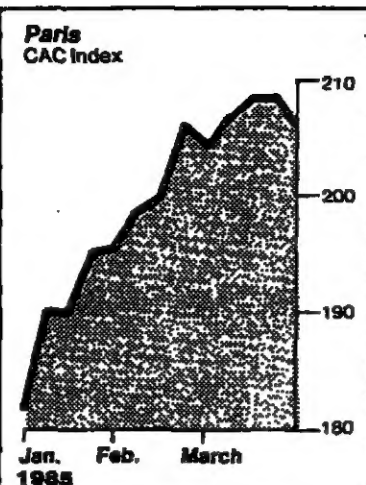
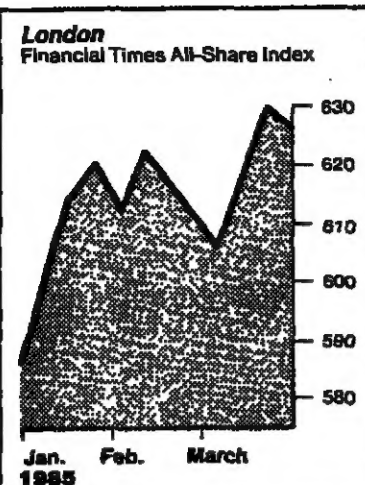
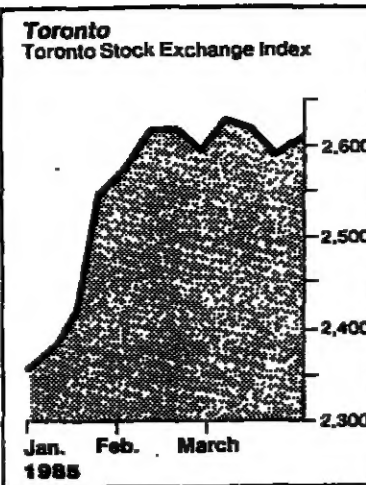
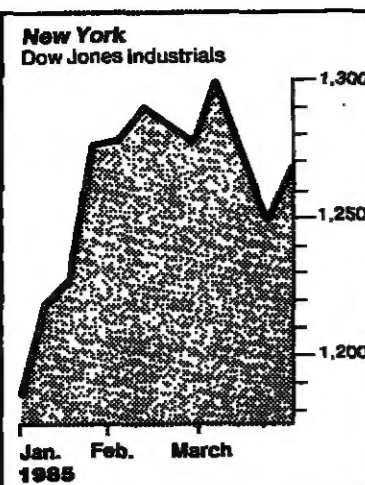
Franz-Josef Lendo, a stock analyst at Frankfurt's Bank für Gemeinwirtschaft, said people were "bowed over by the profit strength of export-oriented companies," whose booming sales to dollar-paying customers last year translated into higher earnings. "But it was a two-edged sword," he added. "As the dollar leveled out, measured decline set in."

The Tokyo stock market continues to set records. An abundance of money to invest and strong corporate profits in the export sector have propelled the 250-stock Nikkei-Dow Jones Average 11,558 at the beginning of the year to 12,580.76, a gain of 8.8 percent in the quarter.

Partly because of their traditionally good performance, equities are

First Quarter Activity on Major Stock Markets

Weekly close of selected share prices on major international stock exchanges



attracting more investors away from bonds. That is also helping to fuel the index's rapid rise. Foreigners are also bidding up stocks, especially biotechnology issues. Analysts say Dainippon Pharmaceutical, Yamanouchi Pharmaceutical and Mitsubishi were among the equities that benefited from foreign interest.

New York Times Service

In March, a Hesitant Mood

TAKEOVER maneuvering infused some vitality into the New York Stock Exchange last month, but not enough to chase away the hesitant mood that has held the market back since February.

The Standard & Poor's 500 Index eased a half-point to end the month at 180.66. The Dow Jones Industrial Index dropped more than 17 points to finish at 1,266.78. "The problem with March was that interest rates started to rise," said Elaine Garzarelli, an analyst at Shearson Lehman. "Investors are afraid of a recession."

With the market expecting disappointing first-quarter earnings and concern that the U.S. economy is slowing, investors turned to the stocks that can be counted on to retain their value and produce earnings, according to Miss Garzarelli. "Industries that are more defensive began to perform," she said, citing utilities, foods and tobacco stocks as the dependable refuges for those playing the waiting game. "People still eat and smoke, no matter what," she said.

Nevertheless, last month's merger fever lent some excitement to the otherwise lackluster market. The top three performers on the New York Exchange were the last sets of takeover bids. "The broad-based market slacked off, and into the vacuum came the takeovers and the blockbusters of those was ABC," said Norman J. Noble, head of research at Falmestock & Co., referring to the broadcast company's purchase by Capital Cities Corp. "When the ABC deal came through it doubled or tripled interest in takeovers."

With less fanfare, J.M. Tull Industries, a profitable steel processor and distributor, led the winner's list last month. A tender offer for the company's stock by Inland Steel Co. at midmonth and a counteroffer by Bethlehem Steel Corp., which has emerged as the "white knight," were behind Tull's impressive performance.

Evans Products Co., which filed for court protection from its creditors, was March's biggest loser.

In London, increases in the base lending rate and uncertainty about the government's budgetary plans dampened spirits on the stock exchange. The Financial Times All-Share Index fell almost 3 percent in March to close at 614.3.

Even the pound's comeback on currency markets failed to stir British equities. "The appreciation of sterling reduced the value of overseas earnings," said Stephen Lofthouse, a portfolio strategist at James Capel & Co. Sectors dependent on international markets, like tobacco and chemicals, suffered. Domestic retailers were favored.

Dunlop Holdings PLC, which ended protracted takeover talks by agreeing to merge with BTR PLC, topped the leader's list for the second month in a row.

Topping the losers' list was Allied Irish Banks. The company's subsidiary, Insurance Corp. of Ireland, ran into financial difficulties and was bailed out by the Irish government last month.

In Tokyo, the Nikkei-Dow Jones Index gained 2 percent to close at 12,580.76. Analysts said the market lacked clear direction.

Gainers and Losers

The stocks on the New York, London and Tokyo exchanges that showed the largest percentage gains and losses in March.

GAINERS

	Percent Gain	March 31 Price
New York Stock Exchange:		
Compiled by Media General Financial Services. Prices in dollars		
J.M. Tull Industries	64	21.75
American Broadcasting	59	106.00
McGraw Edison	46	64.00
Costal Corp.	43	43.75
Electronic Memory	38	8.25
Western Co. of N.A.	38	6.88
Publicer Industries	36	3.75
Tricentral PLC	36	5.63
Safeguard Scientific	35	8.75
British Telecom ADR	34	17.25

LOSERS

	Percent Loss	March 31 Price
New York Stock Exchange:		
Compiled by Media General Financial Services. Prices in dollars		
Evans Products	53	2.25
Computervision Corp.	49	19.00
American S&L Assoc. Fla.	45	8.50
Centronics Data Computer	43	5.00
Mohawk Data Sciences	36	7.50
Massey-Ferguson Ltd.	32	2.13
Houston Oil Royalty	32	8.63
LLC Corp.	29	2.50
AVX Corp.	26	17.75
River Oaks Industries	25	4.88

American Stock Exchange:

	Percent Gain	March 31 Price
Compiled by Capital International. Prices in pence		
Holly Corp.	40	11.38
Wright-Hargreaves Mines	39	6.25
Spenst Farm Inc.	38	10.50
Verbatim Corp.	34	7.38
Martin Processing Inc.	33	24.88

	Percent Loss	March 31 Price
American Stock Exchange:		
Compiled by Capital International. Prices in pence		
Unity Buying Service Co.	52	10.00
Esprit Systems	45	2.00
Westbridge Capital Corp.	44	9.75
Texscan Corp.	41	3.38
Swanton Corp.	41	3.38

Over the Counter:

	Percent Gain	March 31 Price
Over the Counter:		
Compiled by Capital International. Prices in pence		
Laser Photonics	106	9.25
Syner Communications	100	2.75
Unioil	89	2.13
Photronics Corp.	86	5.13
Verdex Corp.	83	6.75

	Percent Loss	March 31 Price
Over the Counter:		
Compiled by Capital International. Prices in pence		
Arlington Realty	60	5.25
Pyramid Oil Co.	41	4.75
Andrew Corp.	38	22.50
Schaak Electronics	36	4.50
Walker Telecommunication	35	7.75

London Stock Exchange:

	Percent Gain	March 31 Price
London Stock Exchange:		
Compiled by Capital International. Prices in pence		
Dunlop Holding	48	66
Woolworth Holdings	37	779
Delta Group	25	155
House of Fraser	21	396
Ocean Transport	20	183
British Telecom	18	141
Ultran	17	228
Ranks Hovis McDougall	17	154
W.H. Smith & Sons	16	206
Glynwed	14	204

	Percent Loss	March 31 Price
London Stock Exchange:		
Compiled by Capital International. Prices in pence		
Allied Irish Banks	25	101
International Thompson	18	492
BSR International	16	118
Thorn EMI	11	401
Imperial Chemical	10	762
United Biscuits	9	181
Inchcape U.K.	9	403
Courtauld	9	141
Tate & Lyle	9	426
Bank Ireland	9	230

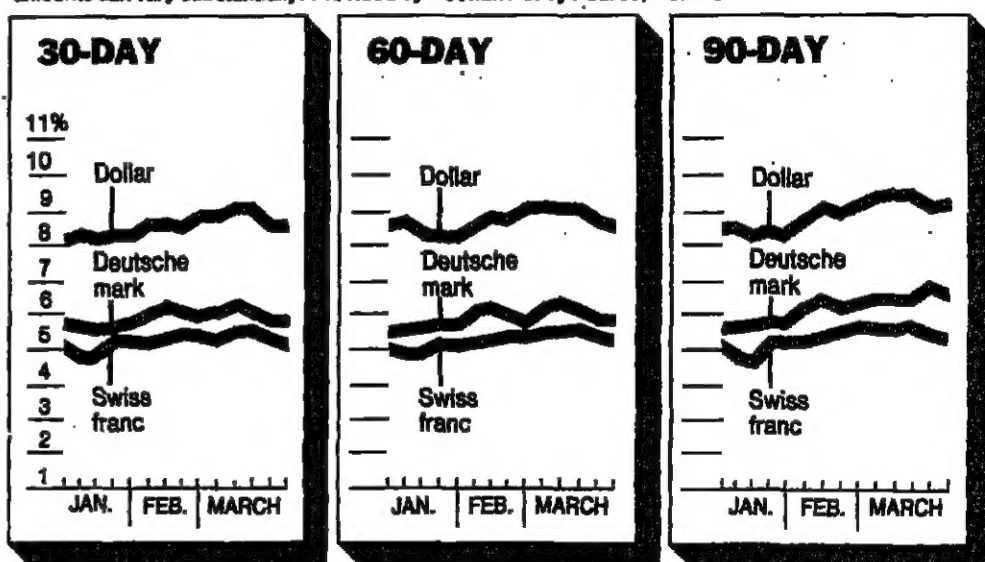
Tokyo Stock Exchange:

	Percent Gain	March 31 Price
Tokyo Stock Exchange:		
Compiled by Capital International. Prices in yen		
Green Cross	29	3,540
Nippon Credit Bank	27	5,340
Asahi Chemical	27	888
Hokkaido Tokushoku	27	630
Unilever	26	262
Yamaguchi Securities	24	810
Daiichi Sanyaku	24	2,360
Japan Airlines	23	6,500
Nippon Light Metal	22	268
Mitsui Toatsu	20	238

	Percent Loss	March 31 Price
Tokyo Stock Exchange:		
Compiled by Capital International. Prices in yen		
Nippon Gakki	27	1,760
Pioneer Electronic	17	2,610
Omron Tateisi	16	1,730
TDK	15	5,480
Mochida Pharmaceutical	15	8,660
Nitto Electrical	14	1,500
Hattori Seiko	13	1,020
Mori Seiki	12	2,480
Kyocera	12	5,500
Victor Co.	11	2,070

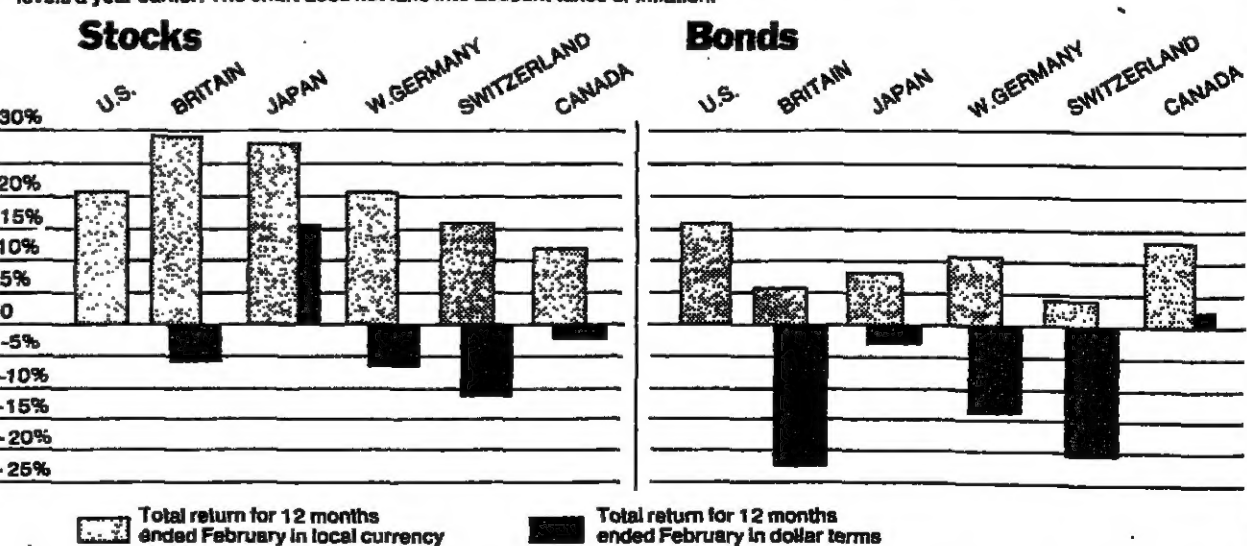
Eurocurrency Deposit Rates

Interbank rates on deposits of \$1 million or equivalent. Quotes offered on smaller amounts can vary substantially. Provided by Noonan Astley Pearce, New York



Total Return for 12 Months

Total return measures both the changes in the prices of securities and the income they provide, either in dividends or interest. Gains and losses were measured by comparing market indexes with their levels a year earlier. The chart does not take into account taxes or inflation.



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Offshore Funds in Hong Kong

(Continued from Page 7)

taken with Hong Kong lately that it is difficult to tell one from the other.

For example, the \$38-million Jardine Fleming Hong Kong Trust is currently 87 percent invested in Hong Kong with small percentages sprinkled in markets in Singapore, Malaysia, Taiwan and Britain. By contrast, its sister Asian fund, Jardine Fleming's Eastern Trust, which totals \$16 million, is 78 percent invested in Hong Kong.

Not surprisingly, the fascination with Hong Kong funds has also led to talk of a China fund that would focus on companies expected to benefit from Hong Kong's growing business ties with the mainland. Robert Lloyd George, manager of Indosuez's Asian Growth fund, said China will soon replace the United States

as Hong Kong's primary export market.

Charles Willis, a fund manager with Jardine Fleming, says his organization is working on the idea of a China unit trust that would include international companies with large interests in China.

Nevertheless, a number of observers say a China fund may be premature. Experts at N.M. Rothschild, which manages the Old Court Hong Kong Fund, have taken a close look at companies doing business with China. In many cases, they found that the percentage of company profits that resulted from direct business dealings with China is "minuscule."

Some fund executives go so far as to dismiss the concept of a China fund as a marketing gimmick. They point out that the Hong Kong stock market is already directly influenced by what happens on the

mainland and they question the need for a new fund. Moreover, with Hong Kong destined to become an integral part of China in 1997, the distinction between a purely Hong Kong fund and China fund is fading.

Instead, these fund managers prefer to concentrate on the Hong Kong market, trying to get a mixture of stocks that can benefit from China's modernization, but also capture the anticipated gains in other sectors.

Getting the right mixture in a giddy market like Hong Kong is not easy, however. Mr. Kong of Schroder's says a common mistake in Hong Kong is to trade on rumor, ignoring fundamentals. "A lot of people think this is a punter's paradise," he said. "But I feel strongly that if you apply sophisticated techniques to this market, you'll do much better than those who don't."

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SOMETHING DIFFERENT

Looking Past the Critics' Choice

By John Rearick

REMEMBER Joseph Hergesheimer? Few people do. In the 1920s and '30s he was a rising star on the literary horizon. His carefully researched historical novels enthralled the American public, and fans snatched up editions of his work as soon as they appeared at book stores.

Mr. Hergesheimer's celebrity soon attracted the attention of investment-minded book collectors. Convinced that his fame would endure and that the value of his books would rise accordingly, they eagerly added Mr. Hergesheimer's works to their collections. Many are sorry they did.

More than a half a century after his death in 1954, his works languish in obscurity. "I haven't been able to sell a Hergesheimer in 20 years," lamented Robert Wilson, who owns The Phoenix Bookstore in New York City.

It is hard to find any one reason for Mr. Hergesheimer's fall from favor. Some experts ascribe it simply to the fickleness of the reading public. Whatever the reason, it illustrates the treacherous nature of the rare book market.

Even book dealers generally discourage investors. "Don't" is Mr. Wilson's advice to those considering investment in books just for profit. "Despite the fact that the market has gone up staggeringly in the last 10 years," he said, "nothing can be counted on. In a book market except the aesthetic pleasure of having the book."

Nevertheless, scanning the prices that books have fetched at auctions in the past year might well inspire an investor to make



Best Sellers

The prices that various rare books and manuscripts brought at auction in 1984

Book	Price
Autographed manuscripts of Abraham Lincoln's last public address	\$210,000
The Antiquities of Mexico, edited by Lord Kingsborough, published in 1831	\$60,000
Philosophiae Naturalis Principia Mathematica, by Sir Isaac Newton	\$20,000
The Fables of La Fontaine, an illustrated edition, published in 1755	\$19,000
Second Folio of plays by William Shakespeare	\$9,500
Mansfield Park, by Jane Austen	\$4,890
Valley of the Dolls, original manuscript by Jacqueline Susann	\$5,500
The Thin Man, by Dashiell Hammett	\$1,200

room in his portfolio for some 16th century sermons or Victorian literature. An edition of Isaac Newton's work brought \$20,000 in 1984, while a facsimile of an Audubon book went for \$34,000. Even a first edition of "The Thin Man" by Dashiell Hammett sold for \$1,200 at a recent auction.

In the last four years, the average dollar value of fine rare books has risen 50 percent, according to Sir William Rees-Mogg, who runs the London book firm of Pickering and Chatto.

"Book collecting has been a very profitable investment," according to Sir William. "The market is always getting narrower. There has been a steady increase in money and a steady decrease in supply."

As a general rule for investors, books fall into two categories: expensive classics that are sure to offer some rate of appreciation, and modern books that are relatively inexpensive but completely

speculative in terms of investment value.

"What has come to control the market is affordability and availability," Mr. Wilson said. "Every one, he says, would like to have a first edition Jane Austen or a Walt Whitman, let alone a Shakespeare folio or a Gutenberg Bible, but family collections, museums and libraries have left a market mostly populated by modern literature."

Not surprisingly, collectors have begun to covet contemporary classics. Some have performed very well on the market. "Casino Royale," Ian Fleming's first thriller, is estimated to be worth around \$1,800. First editions of John Updike's early works from the 1950s are now valued at about \$300.

Before beginning a collection, experts say, investors should first stake out an area of interest in literature.

"It is much safer to collect poets," suggests Mr. Wilson. "It takes time for them to establish a reputation and, conversely, their reputations don't decline as fast." Mr. Wilson said that 20 years ago he bought "Jim's Book," the first book by James Merrill, a Pulitzer Prize-winning poet, for \$35. He estimates that the book is now worth \$5,000.

Sir William favors 19th century texts. Fiction and poetry from the period may be out of reach for most new collectors, he said, but the political and scientific works of the era are still collectable. He encourages new collectors to consider the works of Gladstone, Disraeli and T.H. Huxley.

After narrowing the search to a particular author or period, a collector should then examine a book's condition, establish how rare it is and try to gauge potential demand.

Of the three criteria, condition is the most important. Even the rarest book can prove difficult to sell if there is damage to its binding, edges or dustcover. A worn first edition of F. Scott Fitzgerald's "The Great Gatsby" languished for two years on the shelf at New York's Strand Book Store, recalls Craig Anderson, a rare book specialist at the shop.

Determining rarity and future demand is a lot trickier. Stephen King's "The Shining" and "Carrie" are considered hot collectibles. But now that Mr. King is a big seller and his hardcovers are receiving massive first printings, collectors are looking for publisher's proofs of the ghoulish novels.

"The closer you get to the point of creation, the more valuable it is," advised Judith Lowry of the Argosy Book Store in New York. First editions of a popular work will bring high prices, but a book's manuscript, the publisher's galley sheets, page proofs and prepublication review copies can be even

more attractive to collectors, provided they do not find the rough versions aesthetically unappealing.

In some special cases, book collectors might even prefer a second edition to a first. Mrs. Lowry noted that the earliest edition of Robert Frost's collected poems was incomplete. True lovers of Frost usually choose the completed second version over the more valuable first edition, she said.

To determine potential demand, the Strand's Mr. Anderson suggests looking over several years' auction records to get a sense of the book's price movement on the market.

In the end, it must be remembered that the market is driven by book lovers, not investors. "You should be appreciating your book," counsels Mrs. Lowry, "not waiting for it to appreciate."

REAL ESTATE

The Lure of British Real Estate

By Andree Brooks

WHEN Douglas Coppola, a New York investment banker, and his wife, Denise, learned early this year that they were being posted to London, they immediately contacted Denise LeVan, European referral director at the local offices of Sotheby's International for advice on London properties.

"Last time we were sent to London we rented," Mrs. Coppola said. "But this time, we wanted to jump in with both feet. With the pound so low, everything looks like an absolute bargain."

Whether for use during a posting, as a pied-à-terre, as a vacation home or as an investment, property in Britain is being sought by foreigners with dollars to spend. With the pound having slid against the dollar to nearly half its value five years ago, it is possible to buy a one-bedroom luxury Mayfair flat for the equivalent of about \$100,000 or a three-bedroom period house in other prime neighborhoods like Kensington or Holland Park for around \$250,000.

But are these apparent bargains a sound investment? In London, brokers paint a mixed picture. On the debit side is the generally poor quality of maintenance of many of the period inner-London structures that foreigners favor, their already inflated prices by local standards — which have virtually eliminated local buyers from the market — and notorious delays in dealing with sellers, lawyers and contractors.

Also unsettling are the tenuous, restrictive nature of the leasehold style of ownership that prevails in most of central London and the possibility that the pound, which has already shown signs of recovering, could strengthen dramatically and take the steam out of the luxury market, where most of the activity is occurring.

Only 30 percent of central London property is being sold to local residents, said Victoria Mitchell, an investment adviser with Savills, a major London agency. Jeffrey Gould, a London-based American lawyer, warned that it thus may not be easy to sell if there is a violent swing in the value of the pound.

Balancing these drawbacks is the tight supply of good central London property, caused largely by pre-existing demand from foreigners that led to a 30-percent increase in prices last year. Another factor is a shortage of land for development or redevelopment, which inhibits new construction. Many of the "new" housing units in London are rehabilitations of existing properties. Provided the pound stays about level, continuing shortages suggest strength in the market.

Moreover, rents for good central London



properties are strong and still rising, making them more attractive as investments. A one-bedroom \$100,000 flat in Mayfair, for example, fetches about \$1,400 a month, a family house about \$2,400.

In addition, London is in the midst of a substantial period of property restoration, providing the chance to buy in one of the "coming back" neighborhoods like Hammer-smith, Battersea or Clapham. In these areas, a four-bedroom Victorian brick row house can still be bought for \$90,000 and may appreciate later as revitalization of those neighborhoods continues.

Professionals are now recommending the period properties, where demand is consistently strongest. Modern houses or flats are not enjoying the same level of appreciation, reported David M. Pallot, an associate partner with the Chelsea office of Chestertons, now that Arab buyers, who dominated the market for about six years and always preferred new construction, are less active in this market.

At the moment, because they are served by major highways from London, the most sought-after country properties are those west of London in Berkshire, Wiltshire and Hampshire and parts of Gloucestershire and Oxfordshire.

Mr. Gould counsels buyers to weigh prices against the value of comparable properties, not the relative cost in dollars.

Once a price has been settled, however, it is not a firm agreement until contracts are signed, which may occur months after buyer and seller shake hands informally on the terms. In the United States, binding contracts are signed soon after an agreement is reached, with the closing set for some time later to allow time for title searches and other verifications.

Robert Levy, a British solicitor specializing in real-estate transactions, warns against filling the vacuum with a binder signed by both parties unless it includes the terms "subject to contract." Otherwise it can be considered a legally binding contract, even before the building has been inspected or financing is in place.

A hazardous byproduct of this hiatus is the widespread British practice of "gazumping" — unceremoniously dumping one buyer for another who offers a higher price or is able to reach the contract stage sooner. Only speed can avoid this.

Ten percent of the sale price is due at the time of contract. There is no title insurance in Britain; the title search is done by the buyer's lawyer. Expect the lawyer to charge around 1 percent of the purchase price for the entire transaction, although fees are competitive and it may pay to shop around.

Among other closing costs are a value-added tax of 15 percent on all professional services, a "stamp duty" of 1 percent of the sale price and any application, appraisal fees or points charged by the lender.

Investigate the terms if the home is a leasehold offering. In central London, many properties belong to a major landowner such as the Grosvenor Estates, Cadogan Estates, Crown or Church Commissioners, and are normally leased on a constantly renewable long-term basis, such as 99 years.

However, lenders are uneasy about financing a lease that has less than 30 years to run, warned Julian Standing, a senior agent with John D. Wood & Co., another major London agency, and a short term can depress value. Also, the landowner can insist on certain repairs at certain times.

But in the last 15 years, laws have been passed protecting the resident-owner, noted Anthony Radcliffe, a solicitor with Boodle, Hatfield Co., a London firm specializing in leasehold issues. For instance, occupants of leasehold properties with a taxable value of less than £1,500 (\$1,800) or around £200,000 in market value, can demand the freeholds from the landowners at a fair market price after they have lived in them for three years. More protective measures are expected soon, and extensions often can be negotiated before a current lease expires.

Potential buyers should also be aware that local British lenders have been unwilling to lend to a foreigner unless he or she is a known customer or works for a corporate customer.

When the time comes to sell, the homeowner will find that Britain does not levy a capital-gains tax on sale of a residence if it is the owner's only British home. There are also no restrictions on the repatriation of funds.

New York Times Service

Is your portfolio in the right shape?

Ask Swiss Bank Corporation

"If investment management were just a matter of making the right guesses, there would be even more new names getting into the act every day, and far fewer old names still around."

Jacques Rossier,
Senior Vice President

However, as Mr. Rossier puts it, the first thing to remember about investment management is that you have to be very clear about your investment objectives. And for that, you also need to know how the external factors and the range of possibilities can affect these objectives. This is why many investors are looking for even more than an ability to make sound decisions when they choose a portfolio manager. They want to know what they're getting into, and they want to make sure their objectives are sound. So a good investment manager has to know his customers as well as his markets. It's a good reason for going to a good bank, with the organizational resources and experience to give you the "up-front back-up" you need.

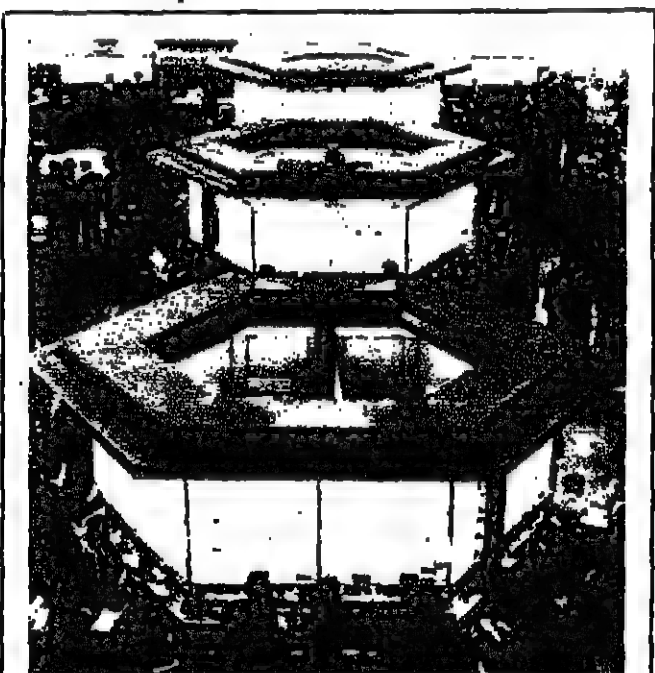


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The trading floor of the London Stock Exchange.

Next Month

High U.K. interest rates and the possibility of a decline in the dollar are drawing investor attention to Britain's government-bond market. In its May 13 issue, *Personal Investing* also explores how the changes in the structure of London's securities affect the individual investor. In other reports:

- Knowing how to recognize a "story stock" is crucial to understanding Japanese equities.
- A look at whether the best-performing commodities funds can duplicate their 1984 performance.
- Fare wars have buffeted the airline sector, cutting into profits. Analysts give a rundown of some key stocks as the travel season approaches.
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Name _____

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Current			
	1974	1975	1976
100	1.0000	1.0000	1.0000
50	0.5000	0.5000	0.5000
25	0.2500	0.2500	0.2500
10	0.1000	0.1000	0.1000
5	0.0500	0.0500	0.0500
2	0.0200	0.0200	0.0200
1	0.0100	0.0100	0.0100
0.50	0.0050	0.0050	0.0050
0.25	0.0025	0.0025	0.0025
0.10	0.0010	0.0010	0.0010
0.05	0.0005	0.0005	0.0005
0.02	0.0002	0.0002	0.0002
0.01	0.0001	0.0001	0.0001

Dollar			
	1974	1975	1976
100	1.0000	1.0000	1.0000
50	0.5000	0.5000	0.5000
25	0.2500	0.2500	0.2500
10	0.1000	0.1000	0.1000
5	0.0500	0.0500	0.0500
2	0.0200	0.0200	0.0200
1	0.0100	0.0100	0.0100
0.50	0.0050	0.0050	0.0050
0.25	0.0025	0.0025	0.0025
0.10	0.0010	0.0010	0.0010
0.05	0.0005	0.0005	0.0005
0.02	0.0002	0.0002	0.0002
0.01	0.0001	0.0001	0.0001

Interest			
	1974	1975	1976
100	1.0000	1.0000	1.0000
50	0.5000	0.5000	0.5000
25	0.2500	0.2500	0.2500
10	0.1000	0.1000	0.1000
5	0.0500	0.0500	0.0500
2	0.0200	0.0200	0.0200
1	0.0100	0.0100	0.0100
0.50	0.0050	0.0050	0.0050
0.25	0.0025	0.0025	0.0025
0.10	0.0010	0.0010	0.0010
0.05	0.0005	0.0005	0.0005
0.02	0.0002	0.0002	0.0002
0.01	0.0001	0.0001	0.0001

Currency Deposits			
	1974	1975	1976
100	1.0000	1.0000	1.0000
50	0.5000	0.5000	0.5000
25	0.2500	0.2500	0.2500
10	0.1000	0.1000	0.1000
5	0.0500	0.0500	0.0500
2	0.0200	0.0200	0.0200
1	0.0100	0.0100	0.0100
0.50	0.0050	0.0050	0.0050
0.25	0.0025	0.0025	0.0025
0.10	0.0010	0.0010	0.0010
0.05	0.0005	0.0005	0.0005
0.02	0.0002	0.0002	0.0002
0.01	0.0001	0.0001	0.0001

Dollar Rates			
	1974	1975	1976
100	1.0000	1.0000	1.0000
50	0.5000	0.5000	0.5000
25	0.2500	0.2500	0.2500
10	0.1000	0.1000	0.1000
5	0.0500	0.0500	0.0500
2	0.0200	0.0200	0.0200
1	0.0100	0.0100	0.0100
0.50	0.0050	0.0050	0.0050
0.25	0.0025	0.0025	0.0025
0.10	0.0010	0.0010	0.0010
0.05	0.0005	0.0005	0.0005
0.02	0.0002	0.0002	0.0002
0.01	0.0001	0.0001	0.0001

Money Rates			
	1974	1975	1976
100	1.0000	1.0000	1.0000
50	0.5000	0.5000	0.5000
25	0.2500	0.2500	0.2500
10	0.1000	0.1000	0.1000
5	0.050		

ANEX prices	P.16	Commodity futures	P.14
ANEX shares	P.16	Price rate index	P.12
NYSE prices	P.12	Gold markets	P.12
NYSE shares	P.14	Interest rates	P.12
Commodity prices	P.12	Market summary	P.12
Commodity rates	P.12	Oil prices	P.12
Commodity rates	P.12	OTC stock	P.14
Dividends	P.12	Other markets	P.12

TUESDAY, APRIL 9, 1985

BUSINESS/FINANCE

FUTURES AND OPTIONS

May Cocoa Contract Offers High-Velocity Price Swings

By ELIZABETH M. FOWLER

NEW YORK — Commodity futures speculators always like a fast-moving, volatile market. They do not have to look far these days for a cliff-hanger that has been offering a fast swing for the money. It is the May cocoa futures contract, traded on the Coffee, Sugar and Cocoa Exchange in New York, which has swung between a contract high of \$2,570 a metric ton and a contract low of \$1,998 a metric ton.

Last Thursday, the closing price was \$2,321, down a mere \$1 from \$2,322 the previous day. On Wednesday, there had been a \$33 decline. Most commodity markets were closed Friday. Deirdre Macleod, tropical products analyst for Prudential-Bache Securities Inc., last week called it "a charming, capricious" market.

Lack of accurate crop statistics from West Africa underlies volatility.

"The market had gone up almost 500 points in three weeks in terms of the May contract," she pointed out. This means a jump of \$5,000 a contract, since each contract covers 10 metric tons.

There is some speculation that a major dealer in New York, an affiliate of a London-based commodity firm, recently bought many of the May contracts, forcing prices sharply higher, to a premium above prices in European markets.

The result has been a rush by foreign groups to ship cocoa to the United States for the favorable prices. Also, sellers from outside the United States have wanted to take advantage of the high value of the dollar in relation to other currencies.

If the dealer with the dominant position in the market does not take delivery, though, there could be a major sell-off, Miss Macleod said.

DENNIS C. KOUTRAS, vice president and director of commodity research at Drexel Burnham Lambert Inc., thinks that some of the recent volatility comes from "nearby tightness" as a result of West African shipping delays, and that there will be an orderly liquidation of the May delivery.

"The market is sensitive on the upside now and has limited potential," Mr. Koutras said. It could move in a range of \$2,050 to 2,450 a metric ton, he said, adding that the May contract price "has started to decline."

The first delivery notice day for the contract is scheduled for April 17, and the contract expires in mid-May.

Both Mr. Koutras and Miss Macleod said that once the well-squeezed May contract expired, prices definitely would head downward. Miss Macleod is forecasting a possible bear market in the late summer as the new crop year approaches.

In recent years, the cocoa market has fallen out of step with some of the leading candy makers, such as Hershey Foods Corp. Miss Macleod pointed out that cocoa importers and dealers tend to be sellers in the market against their actual purchases of cocoa, while the chocolate makers often buy contracts to lock in prices.

But in recent years there has been a third kind of player — money managers attracted by the speculative aspect of the market. Using computer analysis for fast research, they trade actively, probably helping to exaggerate the price swings.

But a more fundamental reason for the volatility is a lack of accurate statistics, Miss Macleod noted, especially on crop figures for Ghana and Nigeria. Cocoa smuggling in Africa also adds to the confusion.

(Continued on Page 15, Col. 6)

Estimates Of Profits Lowered

U.S. Analysts Less Optimistic

By Nicholas D. Kristof

NEW YORK — The strong dollar and signs of weakness in the U.S. economy are forcing economists and stock market analysts to cut their estimates of corporate profits for the first quarter and for the year.

Although almost all experts say corporate profits will be at least as high this year as they were last year, they are steadily cutting initial earnings projections that they say were too optimistic.

All kinds of companies have been affected, and experts say the estimates probably will continue to be cut, sharply in some cases. The effect is already showing in a listless stock market.

"Analysts are cutting their estimates, and they seem to be accelerating the rate at which they are cutting their estimates," said Stanley Levine, a vice president of the brokerage firm Lynch, Jones & Ryan in New York. The firm's Institutional Brokers Estimate System monitors earnings forecasts from 110 brokerages on 3,300 stocks.

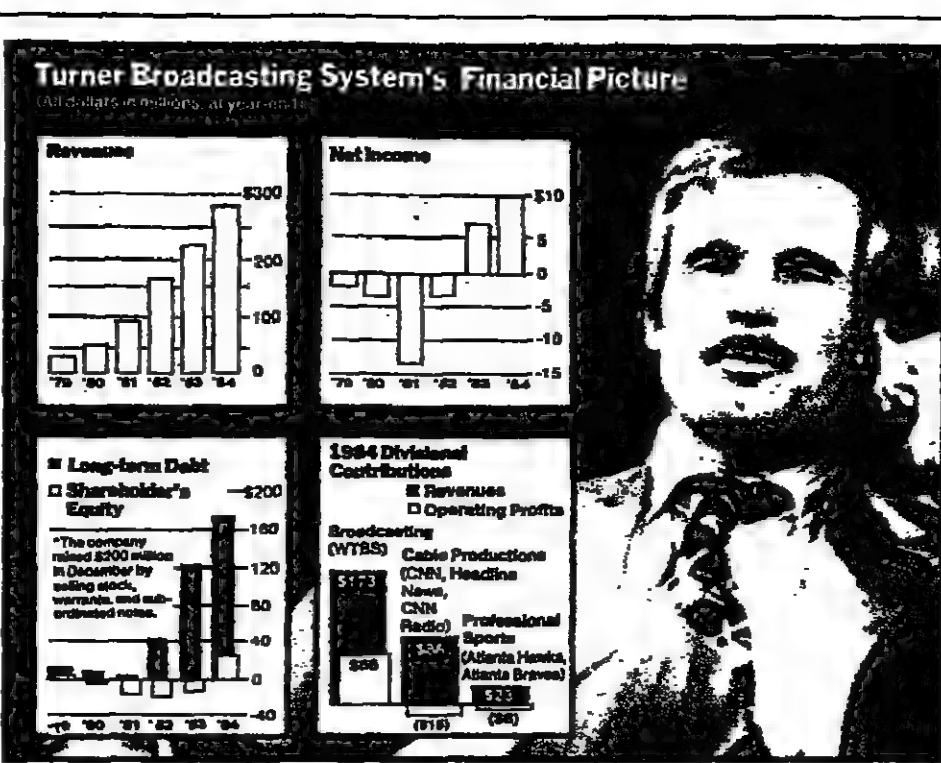
In February, for example, analysts on average expected Intel Corp. to earn 30 cents a share in the first quarter, which ended March 31, according to Zacks Investment Research in Chicago. The most recent forecasts are for Intel to earn only 16 cents a share in the quarter.

For United States Steel Corp., the drop in estimates was from 75 cents to 43 cents. Caterpillar Tractor Co. dropped from a loss of 3 cents to a loss of 37 cents.

Of course, most companies have not had their estimates of earnings cut so dramatically; reductions of a few cents are more common.

Though the estimates are being cut, they may still be above the previous earnings, or only a little below. Intel, for example, earned 20 cents a share in the fourth quarter.

(Continued on Page 17, Col. 1)



Ted Turner, 'Mouth of the South,' Likes to Take On the Impossible

By Daniel F. Cuff

NEW YORK — Ted Turner has often talked about his ambition to own a television network. And for a month now, the broadcast entrepreneur from Atlanta has been rumored to be interested in taking over CBS. But so far he has made no move, and many analysts think he has no chance.

A Turner takeover of CBS "is so far from being a realistic deal it's almost impossible," said Bonnie CBS Inc. reported profit in the first quarter of 1985 of \$57 million from a year earlier, Page 15.

M. Cook, an analyst with J.C. Bradford & Co. of Nashville, Tennessee. But she added, "That's the whole point with Ted; he's known for doing things that can't be accomplished."

On the fundamentals, such a purchase looks hopeless, most analysts say. They question where Mr. Turner would get the \$4 billion or so to buy the network.

The most likely source would seem to be Mr. Turner's company, Turner Broadcasting Systems Inc. But the company has little extra cash on hand and existing loan agreements may limit additional borrowing. Furthermore, although the company

has reported profits for two years, it is still struggling in many of its ventures.

And yet, Mr. Turner has the reputation of being able to pull things off. A few years ago, before his enterprises gained success, a television executive remarked, "Ted Turner is a possibility for anything."

In 1984, Turner Broadcasting reported revenue of \$281.7 million, up from \$224.5 million in 1983. Net was \$10 million, or 49 cents a share, up 47.9 percent from \$7 million, or 34 cents a share, in 1983.

Mr. Turner owns 30 percent of Turner Broadcasting, whose stock is traded over the counter. Last December, Turner Broadcasting raised \$200 million through a combination of stock, bonds and warrants.

The company now has about \$60 million in cash and a credit line of \$190 million through a consortium headed by Manufacturers Hanover Trust Co. of New York.

Thus, it would seem, Turner Broadcasting itself does not have the financial clout to move against CBS. But analysts say Mr. Turner, at the head of a group of investors with deep pockets, just might. One rumor had it that American Express Co. would back Mr. Turner, but American Express denied it. MCI Communications Inc. was also said to have been asked to come in on a Turner bid for

(Continued on Page 17, Col. 1)

Pickens Offers \$3.46 Billion for Unocal Control

Compiled by Our Staff From Dispatches

NEW YORK — A group led by T. Boone Pickens made a \$3.46-billion offer Monday for 64 million shares of Unocal Corp., which would give the group 51 percent of the oil company's shares.

The group, called Mesa Partners II, said it is offering \$34 for each of the Unocal shares. It said the offer would last until May 3, according to an announcement in The New York Times.

Unocal closed at \$49.125 per share, off 12.5 cents, on the New York Stock Exchange on Thursday, the last day of trading before the Easter weekend.

Mesa Partners II currently owns 23.7 million shares, or 13.6 percent, of Unocal shares outstanding. Mr. Pickens declined to comment on the group's plan.

Barry Lane, a spokesman for Unocal, based in Los Angeles, also would not comment, saying that Unocal officials did not have details of Mesa's plan.

Mr. Pickens's group has gradually increased its stake in Unocal in recent months, fueling speculation that he had chosen the company to be the latest in a string of takeover targets.

Industry analysts were not surprised by news of Mr. Pickens's offer. They said they expected Unocal to vigorously resist a takeover.

"The figure of \$34 is a very sensible number if you are going to buy our Unocal," said Sanford Margoshes, an analyst with Shearson Lehman Brothers. "From that standpoint Mr. Pickens is on target. However, I think the response of the management and the board of directors will be that it is woefully inadequate, and I believe they will make a very determined effort to resist takeover."

Unocal's chairman, Fred L. Hartley, has repeatedly clashed with Mr. Pickens over management philosophy and strategy for the oil industry.

At a congressional hearing last week, the two traded barbs, with

Mr. Hartley declaring at one point that "Mr. Pickens has somehow created a speculative frenzy that has convinced his camp followers that there's easy money to be made in attacking oil companies, and to hell with tomorrow."

Unocal is the holding company for Union Oil Co. of California, whose gasoline and lubricants are sold under the orange and blue "76" label.

Besides its domestic production, the company has overseas operations in Indonesia, the Netherlands, Thailand and Canada. It also makes specialty chemicals and fertilizers.

The company had revenue of \$1.5 billion last year. But like other oil companies, facing excess worldwide production and decreased demand, the company has struggled. Its earnings fell for the first time in eight years in 1983, only to rebound 12 percent last year to \$700.4 million, or \$4.03 a share.

Unocal's stock was trading in the mid-\$30s late last year, before Mr. Pickens began building his stake.

In February, Mr. Pickens said he might try to take over the company and asked it to postpone its April 29 annual meeting so he could propose a rival slate of directors. The company refused.

Under Mr. Hartley's leadership, Unocal has gained a reputation for often moving against prevailing industry trends and has concentrated on long-term investment.

It has been among the most successful of the major petroleum companies at discovering domestic oil and gas to replenish reserves. For instance, last year spent \$1.31 billion on exploration worldwide.

(NYT, AP)

France to Scrap Car-Price Limits

Reuters

PARIS — The French government will abolish controls on car prices July 1, Finance Minister Pierre Bérégovoy said.

Mr. Bérégovoy, in an interview in the magazine Le Nouvel Observateur, described the decision as "a good stimulant for our industry." Edith Cresson, minister of industry, had said in an interview with the newspaper Liberation that the move would probably come in June.

The ceiling on car-price increases, set at about 5 percent this year, has been cited by both state-owned Renault and by Peugeot SA as a cause of heavy losses in the past two years.

Prices of cars have been controlled in France since shortly after the Socialist government was elected in May 1981.

Currency Rates

Official foreign exchange rates on April 8/9, excluding fees.

Official foreign exchange rates on April 8/9, excluding fees.

Location	Rate	Location	Rate	Location	Rate
Amsterdam	3.55	London	1.00	Paris	6.55
Berlin	3.36	Madrid	166.36	Rome	363.63
Brussels	33.33	Mexico	16.67	Stockholm	4.66
Frankfurt	3.36	Norway	4.76	Switzerland	7.33
Hamburg	3.36	Sweden	4.66	West Germany	3.36
London	1.00	Switzerland	7.33	Yugoslavia	13.33
Los Angeles	1.00	Yugoslavia	13.33		

Source: Reuters

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'Thatcherism' Selling Well Abroad, Hard to Market at Home

By Barnaby J. Feder

LONDON — Margaret Thatcher is having more success persuading the international financial markets than the average Briton that she has her country on the right track economically.

As Mrs. Thatcher approaches the halfway point in her second term as Britain's prime minister, the domestic popularity of the conservative economic policy known as Thatcherism has plunged.

By contrast, the last three weeks have seen more than a 10-percent jump in the British pound's value against the dollar.

International investors made the pound their first target when the Ohio banking crisis and concerns about slower-than-expected U.S. growth pricked their confidence in the dollar last month.

Mrs. Thatcher and her supporters have argued that Britain's economic performance under her policies has inspired the pound's new vitality in foreign-exchange markets.

To be sure, Mrs. Thatcher's political opponents and some skeptics in the City of London have attributed the gain in the pound to the level of Britain's interest rates. They are considerably more than double those available to investors in the Deutsche mark and other major currencies.

But still others say that the response to Britain's latest budget demonstrated that something more than interest rates was having an effect.

The budget, which covers the 12 months that began last Monday, committed the government to maintaining Mrs. Thatcher's basic policies. Its introduction last month kicked off some of the pound's sharpest gains.

"The positive market reaction in the 48 hours after the budget was an obvious vote of confidence," said Paul Neill, chief economist at the brokerage house of Phillips & Drew.

As Mrs. Thatcher and her backers see it, the attractions include Britain's record of four consecutive

years of economic growth, an unwavering commitment to controlling inflation and the government's continuing campaign to reduce state involvement in the private sector.

Productivity, investment, employment and exports are all rising and the general performance compares favorably with that in other major European countries by many measures.

Thatcher supporters believe that many investors were impressed — and others were at least relieved — by the cautious budget introduced last month by the chancellor of the exchequer, Nigel Lawson.

It committed Britain to spending restraint despite pleas from industrialists, trade unions, local governments and politicians, including many in Mrs. Thatcher's Conservative Party, to follow the lead of the United States, which has cut taxes and turned to borrowing to finance its continued spending. Its deficits have spurred economic growth.

President Ronald Reagan's policy rests on a huge spending deficit

financed by the flow of foreign money into the dollar. Like most European economists and politicians, Mrs. Thatcher and her advisers agree with Paul A. Volcker, chairman of the Federal Reserve, that the United States is "living on borrowed money and borrowed time."

However, even if the U.S. economy proves dynamic enough to support such a policy indefinitely, none of the European nations could count on foreign investors to support similar deficit-financed spending binges.

Mr. Lawson's budget underscored Mrs. Thatcher's intention to keep Britain on a sound financial footing by putting her government on target to reduce public borrowing to 2 percent of total economic output — the lowest figure among major industrial countries. Britain borrowed 3.1 percent of total economic output in 1984.

The government believes that its policies have succeeded in creating enough growth to reduce unemployment.

The problem, it contends, is that rising real wages, minimum-wage rules, overregulation, restrictions imposed by trade unions on hiring and other rigidities affecting the supply side of the economy have prevented expanding businesses from hiring new workers at prices they can afford.

The economy is indeed producing more jobs, but not enough to prevent unemployment from also rising.

World Oil-Consumption Estimate Is Lowered

Compiled by Our Staff From Dispatches

PARIS — Worldwide oil purchases from the 13 members of the Organization of Petroleum Exporting Countries in 1985 will drop by more than 500,000 barrels a day from 1984, the International Energy Agency forecast Monday.

The market share of the OPEC countries will be lower, as non-OPEC producers capture a bigger share, the Paris-based organization said in its latest monthly Oil Market Report.

Total world demand for crude shipped by OPEC is expected to drop to 16.6 million barrels a day from last year's 17.1 million.

The IEA reported a provisional drop of 2 percent in oil demand in the first quarter of 1985 compared with the corresponding quarter a year earlier. Its last estimate, a month ago, had put the decline in first-quarter consumption at 1 percent.

IEA experts also adjusted their oil-consumption projections for the last three months of 1984 to show a drop of 2.3 percent compared with the corresponding period in 1983. A month ago, the IEA estimated a consumption decline of only 0.7 percent.

The latest IEA report showed that the agency believed it had substantially overestimated oil consumption in Western industrialized nations over the past six months, industry sources said.

The IEA cited mild weather and a switch to alternative fuels as the main reasons for lowering its oil-consumption estimates.

Expectations of lower prices probably also led users to draw on stocks and put off purchases between October 1984 and the end of

January 1985, the IEA report said. It said oil consumption by the 24-nation Organization for Economic Cooperation and Development was 35.7 million barrels per day in the first quarter of 1985. This was 300,000 barrels per day less than estimated a month ago.

Fourth-quarter 1984 consumption by the OECD was revised down to an estimated 34.6 million barrels a day. In the fourth quarter of 1983, OECD consumption was running at 35.5 million barrels.

Oil industry analysts said the figures were not encouraging for OPEC in its efforts to influence world oil prices.

OPEC cut its crude oil production ceiling to 16 million barrels per day from 17.5 million last October and adjusted price differentials between light and heavy crude oils in January this year.

This followed mounting signs of excess production and weaker oil demand worldwide, a trend first seen in mid-1984. (Reuters, AP)

The Royal Oak

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4/9/85

Markets Closed

Many European and Asian financial markets were closed Monday for Easter Monday. However, Singapore and Tokyo markets were open, as were North American markets.

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documentation and small German translation. Fees on and will be returned if returned on or before May 30 charged the \$3.50.

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BUSINESS ROUNDUP

CBS's Net Sank 57% in First Quarter

The Associated Press

NEW YORK — CBS Inc. said Monday that its first-quarter net sank 57 percent from a year earlier on a 2-percent drop in revenue.

CBS said last month that its 1985 earnings would be hurt by its \$400-million acquisition of Ziff-Davis Publishing Co.

The acquisition would reduce the year's profit by less than \$1 a share, it said.

Net for the first three months of 1985 was \$16.7 million, or 56 cents a share, compared with \$38.9 million, or \$1.31 a share, in the first quarter a year ago.

Three-month revenue slipped to \$1.12 billion from \$1.15 billion.

CBS is reportedly the target of a takeover attempt by Ted Turner, the broadcasting magnate, and is under attack from a conservative group, Fairness in Media, which asserts that its news reporting is biased.

Explaining the company's per-

formance, Thomas H. Wyman, chairman and chief executive of CBS, said Monday that, "While our first-quarter results are lower than those of a year ago, they are slightly better than our budget and fit with our expectations of a strong performance in 1985."

The broadcasting division performed solidly, Mr. Wyman said, with profit up 9 percent on a gain in revenue of 3 percent.

A decline in the records division was attributed to the absence this year of the strong sales in the first quarter of 1984 from the release of Michael Jackson's "Thriller" album, Mr. Wyman said. Profit in that group fell 56 percent as revenue dropped 17 percent.

A poor performance by the publishing division reflected charges associated with the Ziff-Davis acquisition, which was completed Feb. 4. Mr. Wyman said. Publishing profit fell 30 percent while revenue rose 22 percent.

Mr. Turner was preparing an attempt to acquire CBS and had received financial commitments of \$100 million from MCI Communications Corp. and William E. Simon, a former U.S. secretary of the Treasury, The New York Times reported last week.

Separately, Fairness in Media said that although it would not mount a proxy battle at the CBS annual shareholder meeting in Chicago on April 17, it might seek a special meeting in the future.

The group, affiliated with Senator Jesse Helms, Republican of North Carolina, has said it would continue its battle to gain control of CBS to end what it calls a liberal bias in the network's news reporting.

However, CBS, which has consistently and strongly rejected the idea of a merger or takeover of the network, changed its bylaws last week to make it more difficult to call a special meeting.

Family Offers \$1.3 Billion To Buy Cox Media Firm

The Associated Press

ATLANTA — The Cox family announced Monday a \$1.3-billion tender offer for the 55 percent of Cox Communications Inc. it doesn't already own.

Cox Enterprises Inc. said it would pay \$75 a share, according to Garner Anthony, its chairman and chief executive.

Cox common shares closed at \$62.25, up \$1, on the New York Stock Exchange on Thursday, the last day of trading before the Easter weekend.

Cox Enterprises is a group newspaper owner, which is privately held by Barbara Cox Anthony of Honolulu and Anne Cox Chambers of Atlanta.

The offer is effective Friday, Mr. Anthony said.

Cox Enterprises owns or controls 40.2 percent of the 28.2 million common shares outstanding of Cox Communications.

In addition, other members of the Cox family, officers and directors of both companies, business associates and related interests, own 5.2 percent.

Cox Enterprises publishes 21 daily newspapers, including The Atlanta Constitution and The Atlanta Journal.

Cox Communications, also based in Atlanta, owns seven television stations, including WSB in Atlanta and five AM and seven FM radio stations.

It also operates cable television systems serving 1.5 million customers.

Triangle to Take Over National Can

By Jonathan P. Hicks

New York Times Service

NEW YORK — National Can Corp. has agreed to be acquired by Triangle Industries for \$42 a share, or about \$430 million, bringing to an end a year of jockeying among a variety of suitors for control of the Chicago-based packaging company.

The agreement, reached late Friday, means that Triangle, a maker of jukeboxes, vending machines and electrical wire products, is acquiring a company nearly seven times its size, as measured by annual revenue.

Triangle, based in New Brunswick, New Jersey, reported net in 1984 of \$32.3 million, or \$1.29 a share, on revenue of \$290.83 million. For the same period, National Can posted net of \$43.15 million, or \$4.25 a share, on revenue of \$1.91 billion.

Under terms of the agreement, National Can, the third-largest metal can maker in the United

States, will become a subsidiary of Triangle and continue operating under its current name.

The two companies said in a joint statement that Triangle intended there would be "no substantial divestiture" of National Can's assets, and that National Can's management would be retained.

Triangle last month made a tender offer of \$41 a share, or about \$420 million, for National Can. When the companies held talks last week, analysts speculated that National Can wanted a higher price because of the prospect of sharply increased earnings this year.

A year ago, Victor Posner, a Miami financier who owned 38 percent of National Can, offered \$40 a share to acquire the remaining shares. However, relations with Mr. Posner gradually soured and the bid was rejected. Members of National Can's management then announced that they were joining forces with a new employee stock

ownership plan to make a \$40-a-share buyout proposal.

Last month, Carl C. Ichni, a New York financier, disclosed in a filing with the Securities and Exchange Commission that he had acquired 9.1 percent of National Can's stock and that he was considering buying additional shares. However, Mr. Ichni said he had no intention of making a tender offer and that he had bought the shares "as an arbitrage position."

At the same time, Mr. Posner abandoned his maneuvering to win control of the company and agreed to sell his interests in National Can to Triangle for nearly \$150 million in cash.

Mr. Posner did not say what he would do with the money, but Wall Street traders expected it to be used to infuse cash into two ailing companies controlled by him: Sharon Steel Corp. and Evans Products Co., which is operating under the protection of federal bankruptcy law.

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Herald Tribune

World Stock Markets

Via Agence France-Presse April 8

Closing prices in local currencies unless otherwise indicated.

Shoppers			Close Prev.		
Boutique	2.75	2.75	Canon	1276	1276
Card Sharpe	2.75	2.75	Full Print	1010	1010
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Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe	2.75	2.75	Full Print	1010	1010
Card Sharpe					

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Get the latest
low-down on
high-tech in the
weekly column on
**Techno
logy.**

Sales figures are unofficial. Yearly highs and lows reflect the previous 20 weeks plus the current week, but not the latest transactions. Where a split or stock dividend amounting to 25 percent or more has been paid, the year's high/low range and volume are shown for the new stock only. Unless otherwise noted, rates of dividends are annual disbursements based on the latest declaration.

a = dividend also extra(s)/s
b = annual rate of stock dividend
c = liquidation dividend/s
cd = called/s
d = new yearly low/s
e = dividend declared or paid in preceding 12 months/s
f = dividend in Canadian funds, subject to 15% non-residence tax.
l = dividend declared after split or stock dividend.
n = dividends paid this year, omitted, deferred, or no action taken at latest dividend date.
k = dividend declared or paid this year, an accumulative issue with dividends in arrears.
n = new issue in the past 52 weeks. The high-low range begins with the start of trading.
nd = next day delivery.
P/E = price-earnings ratio.
r = dividend declared or paid in preceding 12 months, plus stock dividend.
s = stock dividend.
s = stock dividend begins with sale of split.
ss = splits.
t = dividend paid in stock in preceding 12 months, yearly high/low range in stock and ex-distribution date.
u = new listing.
v = trading halted.
vi = in bankruptcy or receivership or being reorganized under the Bankruptcy Act, or securities assumed by such companies.
wd = when distributed.
wf = when issued.
ws = split warrants.
x = dividend ex-rights.
xs = ex-distribution.
ys = without warrants.
y = ex-dividend and sales in full.
yld = yield.
z = sales in full.

	Sales in				Net				
	100s	High	Low	2 P.M. Ch'gs		100s	High	Low	2 P.M. Ch'gs
ChlChl		455	104	18 1/2	18 1/2	455	37 1/2	34	34
ChlPoc		581 1/2	81 1/2	18 1/2	18 1/2	581 1/2	37 1/2	34	34

[illegible]

Net		Sole in		Net	
Low 2 P.M.Cha		100% High Low 2 P.M.Cha		Net	
30	6%	Medic A		80	1%
30	6%	Medic B		80	1%
30	6%	Medic C		80	1%
30	6%	Medic D		80	1%
30	6%	Medic E		80	1%
30	6%	Medic F		80	1%
30	6%	Medic G		80	1%
30	6%	Medic H		80	1%
30	6%	Medic I		80	1%
30	6%	Medic J		80	1%
30	6%	Medic K		80	1%
30	6%	Medic L		80	1%
30	6%	Medic M		80	1%
30	6%	Medic N		80	1%
30	6%	Medic O		80	1%
30	6%	Medic P		80	1%
30	6%	Medic Q		80	1%
30	6%	Medic R		80	1%
30	6%	Medic S		80	1%
30	6%	Medic T		80	1%
30	6%	Medic U		80	1%
30	6%	Medic V		80	1%
30	6%	Medic W		80	1%
30	6%	Medic X		80	1%
30	6%	Medic Y		80	1%
30	6%	Medic Z		80	1%
30	6%	Medic AA		80	1%
30	6%	Medic AB		80	1%
30	6%	Medic AC		80	1%
30	6%	Medic AD		80	1%
30	6%	Medic AE		80	1%
30	6%	Medic AF		80	1%
30	6%	Medic AG		80	1%
30	6%	Medic AH		80	1%
30	6%	Medic AI		80	1%
30	6%	Medic AJ		80	1%
30	6%	Medic AK		80	1%
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30	6%	Medic AN		80	1%
30	6%	Medic AO		80	1%
30	6%	Medic AP		80	1%
30	6%	Medic AQ		80	1%
30	6%	Medic AR		80	1%
30	6%	Medic AS		80	1%
30	6%	Medic AT		80	1%
30	6%	Medic AU		80	1%
30	6%	Medic AV		80	1%
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30	6%	Medic AY		80	1%
30	6%	Medic AZ		80	1%
30	6%	Medic BA		80	1%
30	6%	Medic BB		80	1%
30	6%	Medic BC		80	1%
30	6%	Medic BD		80	1%
30	6%	Medic BE		80	1%
30	6%	Medic BF		80	1%
30	6%	Medic BG		80	1%
30	6%	Medic BH		80	1%
30	6%	Medic BI		80	1%
30	6%	Medic BJ		80	1%
30	6%	Medic BK		80	1%
30	6%	Medic BL		80	1%
30	6%	Medic BM		80	1%
30	6%	Medic BN		80	1%
30	6%	Medic BO		80	1%
30	6%	Medic BP		80	1%
30	6%	Medic BQ		80	1%
30	6%	Medic BR		80	1%
30	6%	Medic BS		80	1%
30	6%	Medic BT		80	1%
30	6%	Medic BU		80	1%
30	6%	Medic BV		80	1%
30	6%	Medic BW		80	1%
30	6%	Medic BX		80	1%
30	6%	Medic BY		80	1%
30	6%	Medic BZ		80	1%
30	6%	Medic CA		80	1%
30	6%	Medic CB		80	1%
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30	6%	Medic CD		80	1%
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30	6%	Medic CI		80	1%
30	6%	Medic CJ		80	1%
30	6%	Medic CK		80	1%
30	6%	Medic CL		80	1%
30	6%	Medic CM		80	1%
30	6%	Medic CN		80	1%
30	6%	Medic CO		80	1%
30	6%	Medic CP		80	1%
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30	6%	Medic CW		80	1%
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30	6%	Medic DZ		80	1%
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30	6%	Medic FJ		80	1%
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30	6%	Medic HX		80	1%
30	6%	Medic HY		80	1%
30	6%	Medic HZ		80	1%
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30	6%	Medic ID		80	1%
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30	6%	Medic IG		80	1%
30	6%	Medic IH		80	1%
30	6%	Medic II		80	1%
30	6%	Medic IJ		80	1%
30	6%	Medic IK		80	1%
30	6%	Medic IL		80	1%
30	6%	Medic IM		80	1%
30	6%	Medic IN		80	1%
30	6%	Medic IO		80	1%
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30	6%	Medic IQ		80	1%
30	6%	Medic IR		80	1%
30	6%	Medic IS		80	1%
30	6%	Medic IT		80	1%
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30	6%	Medic JY		80	1%
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30	6%	Medic KD		80	1%
30	6%	Medic KE		80	1%
30	6%	Medic KF		80	1%
30					

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